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Assistance to Business in Canada

1981-82




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The purpose of *ABC Assistance to Business in Canada* is to inform you of the wide range of programs initiated by the federal government to aid business in Canada. Because of the number and variety of these programs, their individual descriptions in this book are, of necessity, brief.

For more detailed information on all of them, simply fill out the attached card

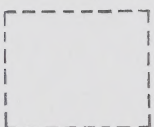
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ABC

Assistance to Business

in Canada

1981-82

The federal government's
catalogue of business assistance
programs, services and incentives

Aussi publié en français



Ministry of State
for Economic Development

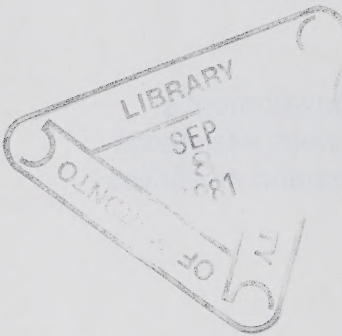
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ABC

ADDITIONS TO LIBRARY

in Canada

1981-82





FOREWORD

One of the priorities of the national government is the creation of an economic climate in which business people are able to make the decisions needed to ensure the sustained, productive expansion of the Canadian economy in the 1980s. The Canadian government makes available a wide range of programs and services designed to assist business people in achieving this objective. It is important that business people in all parts of Canada are aware of these programs through the provision of accurate, timely and comprehensive information.

This book, *ABC — Assistance to Business in Canada*, was first published in April 1979. It is the first comprehensive catalogue of federal business assistance programs and services, and has been widely used in the business community. In my first year as Minister of State for Economic Development, I have met with business people in every province who have stressed the need for a new and updated version of the book. This new edition includes updated information on all these federal programs and services, and telephone numbers are provided wherever possible to make it easier to contact the right person to get further information. These and other improvements are designed to make it easier to find relevant information and reduce the amount of time business people — whether farmers or fishermen, manufacturers or retailers — must spend in obtaining information about federal programs.

It is my hope that *ABC* will greatly help the business people of Canada to benefit from the wide range of federal programs and services, thereby strengthening the national economy. For its part, the national government is determined to do everything possible to make its programs as relevant, easily available and useful as possible.

H.A. (Bud) Olson, P.C., M.P.

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INTRODUCTION

This book is published as a handy guide to all the programs and services provided by the federal government to the business community. It is aimed particularly at the small and medium-sized firm.

ABC was written for the business owner, manager and adviser and has been organized to answer the questions they most often ask about federal programs:

What advice can I get in starting and running my business?

What help can I get in financing my business?

What incentives are available for research, innovation and product development?

What assistance can I get in marketing my products and services?

What help can I get in developing my work force?

What help is there if I have to adjust to major market changes?

What special help is available for specific sectors?

What support is available for firms in slow-growth regions?

What particular measures are available to help small businesses?

In response to these questions, *ABC* describes the financial assistance, tax incentives and range of services provided by the federal government to business. It explains the mix of assistance available, who qualifies, and how to apply.

1

HOW TO GET INFORMATION AND ASSISTANCE

The federal government provides a wide range of programs, tax incentives and services to promote the expansion of business in Canada. How do you find out what assistance is available? And how do you go about getting it?

There are four ways to get the information you need:

1. This book
2. Business Information Centres (Zenith 0-3200)
3. Your local Federal Business Development Bank office
4. Local offices of government departments (Industry, Trade and Commerce, Regional Economic Expansion, Employment and Immigration, etc.)

THIS BOOK — ABC ASSISTANCE TO BUSINESS IN CANADA

ABC is divided into two main parts. The first part consists of nine chapters directed at the problems most often faced by businesses in Canada — for example, financing, marketing and the problems of specific industrial sectors. While the book is intended to be a useful tool to all businesses in Canada, its emphasis tends to be on smaller firms and enterprises; one complete chapter, chapter 9, summarizes the assistance designed specifically for the small business enterprise.

Each chapter provides descriptions of the major business assistance programs and services that fall under its broad subject heading and most contain a convenient summary table of this assistance.

The second part of *ABC* consists of a catalogue that lists the programs and services offered to business by the federal government and indicates where to apply for this assistance. Every program has been given a number, depending on the category into which it falls. References to these numbers throughout the text in the first part of the book will guide you to a full description of the appropriate program in the catalogue.

The catalogue is divided into four main parts, each of which is sub-divided into subject areas to make it easier for you to locate the kind of information you need.

You will find Part D of the catalogue very useful if you want to approach the regional or local offices of the departments or organizations mentioned in this book. As well as listing the addresses, Part D gives telephone numbers whenever possible to enable you to get in touch with the organization you want as easily as possible.

ABC also contains a detailed table of contents and a comprehensive index, both designed to help you find the information you need quickly and efficiently.

BUSINESS INFORMATION CENTRES

If you have any questions not answered by this book or want to discuss questions related to business, simply call the Business Information Centre located in your province. Your call will be answered by knowledgeable officers who can answer your questions about government assistance to business; explain what assistance is available to solve your particular business problem; provide information on provincial business assistance; and put you in touch with the person in charge of a particular program or service, who will then explain how to apply for the assistance you seek.

The business information centre in any province can be contacted by dialling the operator and asking for Zenith 0-3200. There is no charge to you. These regional centres can also be called locally:

St. John's	(709) 737-5000
Halifax	(902) 426-7910
Fredericton	(506) 452-3808
Charlottetown	(902) 894-3926
Montreal	(514) 283-8185
Toronto	(416) 369-4941
Winnipeg	(204) 949-6163
Regina	(306) 569-6666
Edmonton	(403) 420-2952 (also serves N.W.T.)
Vancouver	(604) 666-2014 (also serves Yukon Territory)

YOUR LOCAL FEDERAL BUSINESS DEVELOPMENT BANK OFFICE

If you want to sit down with someone to discuss in more detail how the federal government can help you, you should get in touch with the nearest office of the Federal Business Development Bank (FBDB). This is more than just a lending institution. With more than 110 offices throughout the country (D9), it helps thousands of businesses each year through various kinds of assistance:

Small-Business Information Service — Your local FBDB branch offers a free enquiry and referral service that provides up-to-date

information to small businesses about assistance available from federal and provincial governments. The FBDB staff will be pleased to explain government programs to you in detail, and guide you to the people who administer these assistance programs. Last year, this service put more than 47,000 people in touch with the right contact person in government departments. The FBDB also organizes regular information sessions on government programs for business people, and publishes information booklets that are free on request (B411).

Management Counselling — Your local FBDB office also provides Counselling Assistance to Small Enterprises (CASE) for firms of up to 75 employees. For a nominal fee, experienced counsellors who are themselves retired businessmen will review your plans for a new or expanded business and provide recommendations and advice about incorporation, financing, marketing and operations, etc. (B414). The CASE program is partially funded by the federal government, and is operated independently of FBDB's financial assistance services. This program is popular with small businesses, which are able to draw on the knowledge and experience of people who know and understand the problems of developing a small business. It also guides small-business owners and managers through "the bureaucratic maze," and helps them prepare applications for assistance from government programs.

LOCAL OFFICES OF GOVERNMENT DEPARTMENTS

Government departments are pleased to provide information and advice on their area of responsibility. For example, the Department of the Environment provides land use and capability data, water resource data, forestry services and — perhaps the most widely known service of all — weather forecasts (B316, B313, B314, B510).

To obtain information on specific services and programs offered by individual federal departments and agencies, you may want to contact their local offices. Part D of the catalogue provides lists of addresses. You can also find the telephone numbers of local offices under Government of Canada in the blue pages of your telephone directory, or call the business information centre (Zenith 0-3200) to get the number of the nearest office of the department you want to reach.

Part D of the catalogue also lists provincial departments and ministries of industry or economic development (D14), and the business information centre can direct you to local offices of these and other provincial ministries to find out about their programs and services to business.

INFORMATION ON STARTING A BUSINESS

If you are planning a new business, you will want to have a large number of questions answered. Among the most important are: "Should the operation be set up as a sole proprietorship, a partnership, or a corporation?" "Will the market demand for the product or service support the proposed business?" and "How much capital is required

and how best can financing be obtained?" Advice on these and other key questions is provided by the Federal Business Development Bank, and the offices of certain federal departments and agencies.

The Federal Business Development Bank (A101, B414) is the main source of federal assistance and management services for someone starting a new business. The FBDB arranges courses in cooperation with provincial education officials on the steps to follow in setting up a new business in Canada. Management clinics — a new service using video and print — offer individual, self-teaching programs on different aspects of small-business management. The FBDB has also prepared a series of booklets outlining various aspects of business operations such as credit financing, marketing, etc., providing essential information for someone setting up a small business for the first time (B413).

The departments of Industry, Trade and Commerce (D4) and Regional Economic Expansion (D5), located in all provinces, provide advice and assistance on market conditions as well as on what financial support is available. The Department of Consumer and Corporate Affairs provides guidance for businesses wishing to incorporate under the Canada Business Corporations Act (B501). It also provides assistance for firms in cases of bankruptcy (B503).

2

FINANCING YOUR BUSINESS

One of the most common problems businesses face is obtaining adequate debt and equity financing, whether for start-up or expansion. The federal government understands the importance to Canadian business of having financing available at reasonable cost, and has implemented a range of programs and tax measures that help provide you with the funds you require.

Over a billion dollars in business financing is available each year in the form of loans, loan guarantees, contributions and grants. In addition, incentives by way of tax reductions run into the hundreds of millions of dollars. What are these programs, and how can you obtain assistance from them?

The main types of financial assistance offered by the federal government are loan guarantees and insurance, loans, grants and tax measures.

LOAN GUARANTEES AND INSURANCE

Under the Small-Business Loan Program (A102), the federal government will guarantee a loan of up to \$100,000 which you negotiate with your local bank manager, or any trust company or cooperative credit union. These loans can be for equipment, premises or land.

The interest charged on these loans is 1 per cent above the prime interest rate, and the loans are limited to firms with actual or expected sales of less than \$1.5 million a year. The average loan is about \$18,000, and over \$258 million were loaned in 1979-80 (A102). Similar guaranteed small-business loans are available for farmers (A201) and fishermen (A206).

Other loans can be federally guaranteed for various worthwhile purposes, provided proposals are a sound business proposition, for example, the Enterprise Development Program guarantees high-risk loans for restructuring in manufacturing and processing (A302).

LOANS

The primary source of federal loan funds is the Federal Business Development Bank (FBDB), a Crown corporation that provides financing to Canadian business people who have had difficulty getting

funds from other lending institutions (A101). With 110 offices across Canada (D9), there is an FBDB office in almost every large community. Your local FBDB office offers financing by means of loans, loan guarantees, equity financing, or a combination of these methods. The qualifications for FBDB financing are that the investment in the business from non-FBDB sources should ensure a continuing commitment of these sources, and the business should have a reasonable chance of being successful. The loans, which are offered at competitive rates of interest, are used by most customers to buy buildings, land or equipment. The bank assists in establishing new businesses and considers other financial needs on the basis of creditworthiness. In 1979-80, the FBDB provided loans and equity financing of approximately \$880 million to small and medium-sized businesses across Canada.

If you are a farmer, the Farm Credit Corporation offers various financial services including long-term mortgage credit. Loans in 1979-80 totalled \$628 million (A202). Small-business loan financing is also provided for Indians (A105), Eskimos (A106) and residents of the Northwest Territories (A104, A113). Various financial assistance programs are also available in the Yukon (A103). Under federal-provincial agreements, forgivable loans are offered in slow-growth regions in several provinces for small-business manufacturing or processing and for tourism development (A400 series).

GRANTS

Most of the incentive programs listed in *ABC* provide you with financial assistance in the form of shared-cost contributions and grants. (For simplicity these are generally referred to as grants in the rest of the book.)

Examples of major programs providing incentive grants are the Enterprise Development Program, which provided \$84 million of necessary financing in 1979-80 for relatively high-risk industrial innovation projects (A302), and the Regional Development Incentives Program, which allocated \$101 million in 1979-80 to businesses locating, expanding or modernizing in slow-growth regions of Canada (A401).

TAX MEASURES

In addition to direct financial assistance, the federal government has implemented a number of tax incentives to make the financing of business expansion easier through the improvement of internal cash flow. While you should be aware of all tax measures of advantage to you, as listed in Part C of the catalogue, some in particular may reduce your financing problems. Among the more important measures are the Investment Tax Credit (C101), research and development write-offs (C104), accelerated capital cost allowances (C102), tax reduction on manufacturing and processing profits (C103), small-business tax reductions (C105), and the inventory allowance (C203).

SUMMARY: FINANCING YOUR BUSINESS

Program or Service	Purpose	Form of Assistance	Catalogue Number
LOANS AND GRANTS			
Small-Business Loans	Assist small business in securing loans, other than for working capital, through banks and other commercial lenders	Loan guarantees up to \$100,000. Floating interest rate is one percentage point above prime rate	A102
Farm Improvement Loans	To finance farm implements, livestock, agricultural equipment, farm buildings, land, repairs and overhauls	Loan guarantees up to \$100,000	A201
Fisheries Improvement Loans	To purchase or repair fishing vessels, equipment, shore installations	Loan guarantees up to \$150,000	A206
Federal Business Development Bank (FBDB)	Loans largely for purchase of buildings, land or equipment	A lender of last resort for Canadian business, it can also arrange loan guarantees and equity financing	A101
Farm Credit Corporation	Loans to buy farm land, make permanent improvements, purchase breeding stocks and farm equipment, and pay debts	Long-term mortgage credit to farmers, individually or jointly, and to farming corporations. Special "Beginning-Farmer Loans" for new farmers less than 35 years old	A202

Program or Service	Purpose	Form of Assistance	Catalogue Number
Indian Economic Development Fund and Eskimo Loan Fund	Assist businesses run by, or primarily for the benefit of, Indians and Eskimos	Loans	A105 A106
Yukon and Northwest Territories Business Funds	Provide term loans in the Yukon and the NWT when not otherwise available	Loans	A103 A104
NWT Financial Assistance Program	Assists various types of business, especially those owned or operated by the Territories' original peoples	Grants, loans, interim financing	A113
Enterprise Development Program	Last resort assistance for high-risk business adjustment and product/process innovation	Loan guarantees and grants as required in particular circumstances	A302
Regional Development Incentives Program	Financial inducement to manufacturing and processing firms establishing, expanding or modernizing facilities in designated regions	Grants based on approved project costs, wages and salaries; assistance varies by region, type of project need and value to economy. Loan guarantees for commercial facilities	A401
Federal-Provincial Development Agreements	Encourage development of manufacturing, processing, service and tourism industries in all provinces and the Yukon	Grants, interest rebates, loans and forgivable loans. Application through provincial governments or DREE provincial offices	A400 series

TAX MEASURES

Investment Tax Credit	Deduction from income taxes payable for investment in qualifying assets	Special credits in designated regions (up to 50 per cent), for R&D (up to 20 per cent) and small business research (up to 25 per cent)	C101
Research and Development Measures	Write-off of current and capital expenses; extra benefit for increased R&D effort	100 per cent write-off in year incurred; extra 50 per cent for increases over past three-year average expenditure	C104
Accelerated Capital Cost Allowances	Accelerated write-off of expenditures for specified business assets	Applies to numerous assets, such as machinery and equipment for manufacturing and processing, certain vessels, pollution abatement equipment	C102
Manufacturing and Processing Profits	Reduces federal corporate tax rate on this type of income	Corporate tax rate reduced to 30 per cent, and to 10 per cent for small business	C103
Small-Business Tax Reductions	Reduces federal tax rate on Canadian controlled private corporations; lower rate for manufacturing and processing	Rate for small business is 15 per cent in general, 10 per cent for manufacturing and processing	C105
Inventory Allowance	Tax deduction on costs of inventory	3 per cent deduction of opening value of qualified inventories	C203

3

RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

Research and innovation are crucially important to Canada's continued economic development and to your ability as a business person to maintain your edge in the market. The federal government provides a number of services, tax incentives and support programs to encourage you to invest in R&D. This assistance falls into four main categories:

Information and Services — providing you with up-to-date information on new inventions and developments, operating government testing and laboratory facilities, and administering the patent system.

Financial Support for Industrial Research, Innovation and Product Development — providing companies with over one hundred million dollars a year for research projects through programs supporting industrial research (e.g. Industrial Research Assistance Program), reducing risk in product development (e.g. Enterprise Development Program), and encouraging innovative activities in specific industrial sectors (e.g. Defence Industry Productivity Programs); providing you, in addition, with a range of tax incentive measures.

Government Research and Technology Transfer — promoting your research and development capabilities through "contracting-out" federal requirements, and supporting the commercialization of products and ideas based upon research undertaken in federal laboratories.

Industrial Research Facilities — providing initial funding to establish research facilities to help you.

INFORMATION AND SERVICES

National Research Council

Before beginning research on an entirely new product, you will want to know what products and techniques have been developed already. The federal government provides a number of services to help you. As a source of up-to-date scientific and technical information, the National

Research Council (NRC) can help and advise on technological or scientific problems relating to many phases of industry or business. For regional contacts for NRC programs see D10. In addition to staff consultations, the Technical Information Service (TIS) can bring NRC's extensive knowledge to your door (B202). Primarily directed at smaller businesses that lack their own technical resources, the TIS provides direct in-plant assistance across Canada, on a confidential and self-help basis through its advisory service, which responds at no cost to your technical problems and questions; its manufacturing science and technology service, which provides industrial engineering know-how, at no cost to you, by undertaking detailed in-plant studies; and its technical awareness service, which keeps you informed of innovations and developments in your field of business.

The Canadian Institute for Scientific and Technical Information (CISTI) provides a more general library service. It acquires and stores a very wide range of information, and makes this available to businesses of all sizes as well as to the scientific and medical communities. At very little or no cost, CISTI will furnish regular reports tailored to your specific information needs (B201).

Government Testing and Laboratory Facilities

A number of federal departments undertake research, and will be pleased to provide you with their research findings (see also Chapter 7, Assistance to Specific Sectors). Some also provide the use of their facilities to firms in related sectors; for example, the National Research Council has wind tunnels, engine-test facilities, low-temperature laboratories, and a marine dynamics and ship laboratory (B204). The Department of Communications provides testing facilities for the space and telecommunications industries (B205, B209); and the Department of Public Works allows access to its computer design tools, used in the design and construction of buildings, bridges and marine installations (B212).

Patents, Trade Marks and Industrial Design

The system of patents, trade marks and industrial design registration provides protection to individuals or businesses for new products, processes, or designs they have developed; it also informs the business community of new developments.

The Patent Office provides two kinds of services to businessmen. If you have developed a new product or process, you may protect it by obtaining a patent that entitles you to a 17-year exclusive right to make, use and sell your invention in Canada. In return for this right, you must provide a full description of the invention for the public record. The Patent Office's public library provides information on Canadian and foreign patents and will sell you copies of any Canadian patent. Through the publication *Patent Office Record*, you can find out about new inventions as soon as they become public. You can also find out

who owns the patent, should you be interested in making licensing arrangements (B210).

Technical innovations originating in government and non-profit research organizations are often channeled through Canadian Patents and Development Limited (CPDL), which arranges licences for items with commercial potential and maintains and advertises an inventory of available inventions (B211). Support has been provided to the University of Waterloo for the Inventors' Assistance Program, which will give an inventor an early assessment of the potential of his invention, and make recommendations on its further development (B203).

The Trade Marks Office registers trade marks, giving owners the exclusive right to use these on products or to identify their services for a period of 15 years; this period is renewable (B507). An "industrial design" is an original artistic design or ornamentation applied to a manufactured article. Registration of an industrial design with the Office of Industrial Design gives its owner the exclusive right to its use in Canada for a period of five years, renewable once (B506).

FINANCIAL SUPPORT FOR INDUSTRIAL RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

Support for Industrial Research and Development

The professional and technical staff costs of your research projects can be very high. Assistance in meeting these costs is provided through several federal programs. Information on all these programs is available from the NRC.

The Industrial Research Assistance Program (IRAP) pays staff salary costs, covering about 50 per cent of the overall costs of selected research projects. This program aids Canadian companies wishing to expand through new product development, and provides financing to projects with high technological and economic payoff. In recent years, the IRAP program has provided support to more than 300 projects in each year, with contributions for 1980-81 totalling about \$25 million. IRAP can also assist firms that are too small to carry out their own research by paying for subcontracted research (A503).

The New Technology Employment Program (A507) pays 75 per cent (to a maximum of \$290 per job per week) of the wages of scientifically and technically qualified personnel hired to carry out research and development into technical innovations in manufacturing, product and process development and small-scale energy conservation programs. Industrial Research Fellowships and Awards and other financial aid programs share with industry the costs of employing highly qualified graduates (A502).

Other industrial R&D support is provided through the Industry Energy Research and Development Program (IERD), which encourages Canadian industry to undertake R&D on new processes and equipment that will reduce energy consumption. With project

costs normally shared on a 50-50 basis, approximately \$1.5 million in grants are provided annually (A504). Demonstration projects are also sponsored by various departments, for example, the federal-provincial cost-shared demonstration program for renewable energy and conservation, whose funds support projects by industrial, commercial or non-profit organizations (A501).

Support for Innovation and Product Development

Over \$60 million a year is now provided to small and medium-sized manufacturing and processing companies for high-risk innovative projects under the Enterprise Development Program (EDP), which is administered by a national Enterprise Development Board and regional boards, all chaired by experienced businessmen. Up to 75 per cent of the costs of approved projects may be contributed by government. Financial assistance for EDP proposal preparation and for industrial design costs is also available. This program complements the Industrial Research Assistance Program, by providing assistance for the development of those projects that have passed the research stage (A302).

In addition to the help available through EDP, design assistance is provided by Design Canada. Aimed primarily at the small and medium-sized business, Design Canada encourages Canadian product design and development through management training, technical advisory assistance, information seminars, and promotion of the design professions (A804). The federal government also supports development of product standardization through the Standards Council of Canada (B509).

Support for Specific Industries

The federal government provides support for research and development in a number of industry sectors. Chapter 7, Assistance to Specific Sectors, deals with this in detail.

Defence: Through the Defence Industry Productivity Program (DIP), assistance of over \$50 million per year is provided to Canadian firms to sustain and develop their technological capability for defence export sales, or associated civil export sales. Grants of up to 50 per cent of eligible costs, and repayable loans, are offered for research and development projects, as well as for financing approved capital equipment (A301).

Solar Energy: Purchase and Use of Solar Heating (PUSH), a program of purchases of solar equipment by government for use in federal buildings and those owned by Crown corporations provides opportunities to develop and manufacture solar heating systems (A812).

Electronics: Specific types of assistance and support are now available for the electronics industry through a microelectronic

support section of the Enterprise Development Program, which will fund feasibility studies and application of Canadian electronics products. Regional Enterprise Development boards located in each province make grants or loans under this program to a present maximum of \$200,000 (A302).

Fashion: The Canadian fashion industry is served by the non-profit organization Fashion/Canada, which increases the international competitiveness of the Canadian apparel, textile, leather and footwear industries through internships, training-in-industry, grants and promotion (A805).

Tax Measures

In its drive to stimulate more research and development in Canadian industry, the federal government has introduced major tax incentives for companies in recent budgets. The key tax incentives available to your company are:

Immediate Full Tax Write-Offs: All expenditures in Canada for scientific research can be deducted for tax purposes in the year in which they were incurred. Current and capital expenditures (excluding land) are eligible for this tax write-off provision (C104).

Special Deduction for Increased R&D: In addition to the above, a deduction is allowed of 50 per cent of the increase in the level of scientific expenditures over the previous three-year average, until 1988 (C104).

Investment Tax Credit: Current and capital expenditures for scientific research also qualify for an investment tax credit, which varies according to the region of Canada in which the research is carried out (C101). For research performed in the Atlantic Provinces and the Gaspé the tax credit is 20 per cent; elsewhere in Canada it is 10 per cent. A tax credit of 25 per cent applies for research performed anywhere in Canada by Canadian-controlled private corporations that qualify for the small-business deduction (see C105).

GOVERNMENT RESEARCH AND TECHNOLOGY TRANSFER

Contracting-Out

The federal government has adopted a policy of contracting-out as much of its science and technology requirements as possible to the private sector. As a result of this policy, numerous Canadian companies receive contracts from the federal government for research and development projects. These cover a wide range of subjects.

To participate in government R&D funding, you should contact the Science Centre of the Department of Supply and Services. The Science Centre will provide you with the *Research and Development Bulletin*, a monthly publication listing projects that are to be

contracted-out to the private sector. You can also ask the Science Centre to place you in the *Science Procurement Information Network* (SPIN), a listing of the scientific and technical capabilities of firms and individuals. Since SPIN is used to generate lists of potential contractors for specific government R&D contracts, it is a good way to benefit from the government's contracting-out policy (B114).

If your company has an R&D proposal related to government activity which you believe government may wish to fund, try submitting it to the Science Centre under the Unsolicited Proposals for Research and Development. Approximately \$15 million in contracts are approved each year under this program (A509).

Making Use of Government Research

Many of the results of research undertaken or funded by the government may have commercial applicability. Canadian Patents and Development Limited performs a clearing-house function to facilitate the transfer of technology from government laboratories to industry (B211).

To accelerate technology transfer, the two former incentive programs, the Program for Industry/Laboratory Projects (PILP) and Cooperative Projects with Industry (COPI), have been consolidated into one new program (A505). The program assists companies to undertake the technical and commercial risk of applying new technologies to their business ventures by contributing both financial and technical assistance. Through the program, industries are encouraged to adapt and exploit the results and expertise of various government or other institutional laboratories.

Grants are also awarded to researchers at Canadian universities to promote and capitalize on advances in research that show potential for eventual exploitation in Canada. The two programs in this area are Project Research Applicable in Industry, undertaken in collaboration with business (A506), and Strategic Grants in Aid of Research (A508), available to universities for developmental work in areas such as energy and the environment.

INDUSTRIAL RESEARCH FACILITIES

For many companies, especially those of smaller size, research can be prohibitively expensive. To alleviate this burden, the government has provided research institutes with seed money to enable them to provide you with research support on a fee-for-service basis. The Institutional Assistance Program (B203) covers a wide variety of such facilities, for example, industrial research institutes, centres of advanced technology, industrial research associations and industrial innovation centres (D13).

For those in agricultural processing, two services of particular interest are the Canola Utilization Assistance Program (B307), an R&D effort to improve the utilization of rapeseed products, and the Protein,

Oil and Starch (POS) Pilot Plant Corporation, with facilities for the development of technology for processing grains and oilseeds (A612). Additional sectors are also covered by the Institutional Assistance Program (B203).

SUMMARY: RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT

Program or Service	Purpose	Form of Assistance	Catalogue Number
INFORMATION AND SERVICES			
National Research Council (NRC)	Assists and advises business on technological and scientific problems; also provides testing and research facilities	Assistance is on request basis for problems in which NRC has expertise	B204
Technical Information Service (TIS)	Provides in-plant technological assistance and information services	In-plant studies and advice	B202
Canadian Institute for Scientific and Technical Information (CISTI)	Collects scientific information and makes it available at very little cost for specific requirements	Tailored research reports available to individual firms	B201
Technical Support for Specialized Industries	Laboratory services available to industry	Test facilities for space-related and telecommunications industries	B205 B209
Technical Systems Support	Availability of computer design tools for energy analysis, design and construction	Programs available to consulting firms	B212
Patent Office	Provides 17-year patents for new inventions (products and processes), and public disclosure of inventions	Patents granted, new patents published, copies of new patents available	B210

Program or Service	Purpose	Form of Assistance	Catalogue Number
Canadian Patents and Development Limited (CPDL)	Makes available to industry research findings from government and non-profit organizations through patent licensing and other product development services	Arranges licences between inventor and user, assesses invention marketability and recommends further development	B211
Trade Marks	Administration of Trade Marks Act, which gives owner of a registered trade mark 15-year exclusive right (renewable)	Trade Marks Office grants trade mark, maintains public record	B507
Registered Industrial Design	Administration of Industrial Design Act, which gives owner of registered industrial design five-year exclusive right (renewable)	Industrial Design Office grants registration, maintains public record	B506
FINANCIAL SUPPORT FOR INDUSTRIAL RESEARCH, INNOVATION AND PRODUCT DEVELOPMENT			A503
Industrial Research Assistance Program (IRAP)	Aids industrial research in Canada and finances projects with high technological and economic pay off. IRAP supports in-house projects, and projects for smaller companies undertaken in research organizations	Pays salaries, involving about 50 per cent of research project costs	

New Technology Employment Program	Subsidizes the hiring of qualified post-secondary graduates for technologically innovative work in manufacturing, product development, small-scale energy conservation and alternative energy technology	Subsidy up to 75 per cent of wages to a maximum of \$290 per week per job. Limit per employer: \$150,000	A507
Industrial Research Fellowships and Awards	Subsidize costs of employing industrial researchers	Pay subsidy of \$20,000 a year for first three years, \$10,000 in fourth and fifth for some fellowships; supplement salaries for others; pay \$600 a month and travel expenses where applicable for student awards	A502
Industry Energy Research and Development Program (IERD)	Encourages research on products and processes which reduce energy consumption	Grants of up to 50 per cent of project costs	A504
Development and Demonstration of Resource and Energy Conservation Technology Program (DRECT)	Funding for accepted projects	Supports development and demonstration of energy recovery or saving prototypes	A501
Enterprise Development Program (EDP)	Assists with product development costs, including high-risk innovative projects, proposal preparation, and industrial design	Grants of up to 75 per cent of costs	A302

Program or Service	Purpose	Form of Assistance	Catalogue Number
Design Canada	Encourages better Canadian design and product development	Financial incentives, management training, technical advisory assistance, information seminars and encouragement of design professions	A804
Standards Council of Canada	Promotes standardization	Advice, contributions to organizations	B509
Defence Industry Productivity Program (DIP)	Sustains and develops technological capability for defence or civil export sales arising from defence production capability	Grants of up to 50 per cent, and loans for development projects, financing of approved capital equipment	A301
Purchase and Use of Solar Heating (PUSH)	Stimulates development and manufacture of solar equipment and systems	Opportunities to sell solar equipment to government; increases use of solar equipment	A812
Enterprise Development Program	Encourages the development of the electronics industry	Insures loans, gives grants for research development and design, productivity enhancement, etc.	A302
Fashion Design Assistance Program (FDAP)	To strengthen Canadian fashion design capabilities and promote Canadian fashion design	Internships, training-in-industry experience, grants for special courses, promotions	A805

Tax Measures

Immediate Write-Offs	Immediate 100 per cent write-off of current and capital expenses for R&D	C104
Special Deduction for Increased R&D	Additional income deduction for companies increasing Canadian R&D efforts	C104
Investment Tax Credit	Deduction from corporate taxes for qualifying current and capital R&D expenditures	C101

GOVERNMENT RESEARCH AND TECHNOLOGY TRANSFER

Contracting-out	Encourages private sector research for government requirements	B114
Unsolicited Proposals Program	Funds research proposals developed independently by private sector that further government research objectives	A509
Program for Industry/Laboratory Projects (PILP)	Promotes transfer to industry of government research results and development of their commercial potential	A505
Project Research Applicable in Industry	Support to universities to encourage commercial exploitation of university research	A506

Program or Service	Purpose	Form of Assistance	Catalogue Number
Strategic Grants in Aid of Research	Support to universities for research in areas of national concern (e.g. energy, environment)	Grants	A508
INDUSTRIAL RESEARCH FACILITIES			
Institutional Assistance Program	Provides research capability and related services for industry use in particular sectors	Firms usually contract on a cost-recovery basis with an individual institute	B203
Canola Utilization Assistance Program	Research and development for improving manufacture of rapeseed products	Grants to Canola Council of Canada, which funds research in universities and institutes	B307
Protein, Oil and Starch (POS) Pilot Plant Corporation	Develops technology for processing grains and oilseeds	Offers facilities for development work	A612

4

MARKETING YOUR PRODUCTS AND SERVICES

To help you identify and develop markets for your products and services and finance your sales, the federal government has developed a range of support services and incentive programs. These are intended to promote exports and develop the export capability of Canadian industry, help firms sell to government and maintain orderly markets in Canada.

Exporting — providing you with the services of trade commissioners abroad, helping finance the sale of your products in overseas markets through loans and insurance totalling over \$2 billion each year from the Export Development Corporation, promoting your products abroad, helping you sell to foreign governments and other exporting services.

Selling to the Canadian Government — advising you on federal requirements, keeping your firm represented on source lists, supporting Canadian firms through procurement policies and offsets, and helping specific sectors.

Marketing in Canada — promoting sales in Canada through maintenance of orderly markets, advertising, import analysis, and advice on marketing and distribution.

Special marketing assistance provided for resource sectors such as agriculture (B301), fisheries (B309) and forestry (B314), as well as for the defence industry (A301), is described in Chapter 7: Assistance to Specific Sectors.

EXPORTING

Market Advisory Services

The Department of Industry, Trade and Commerce's Trade Commissioner Service and International Bureaus provide the focal points for federal advice on exporting.

As a service to Canadian business, the federal government maintains trade commissioners in 66 countries around the world. The Trade Commissioner Service (TCS) provides assistance to Canadian

exporters and aids foreign buyers in locating Canadian sources of supply. The trade commissioner not only provides the link between buyer and seller, but acts as an export market consultant to Canadian exporters in all phases of marketing, including identification of export opportunities, assessment of market competition, introduction to foreign businessmen and government officials, the screening and recommending of agents, guidance on terms of payment, and assistance with tariff or access problems. The service responds annually to more than 35,000 requests for assistance from Canadian business. Trade commissioners play an active role in developing trade relations with countries abroad, watching for market opportunities, encouraging promotional efforts, and developing joint industrial cooperation agreements (B107).

If you want the Trade Commissioner Service to assist your company find overseas markets for your products, contact your nearest regional office of the Department of Industry, Trade and Commerce (ITC). These offices, located in each province, assist exporters with market planning and can arrange for the assistance of overseas trade commissioners (D4).

ITC's international bureaus (B109) provide various kinds of information:

- Market information, which gives economic outlooks for individual countries, and information on the market for particular products.

- Market access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc.

- Publications, among them, *Markets for Canadian Exporters*, which includes a wide range of information on various countries.

Because of the importance of the U.S. in our export market, a special in-depth advisory service is provided on U.S. Customs and other access requirements.

Export Insurance and Guarantees

The major form of federal financial support for your exports is provided by the Export Development Corporation (EDC), a federally owned corporation with a multi-billion dollar capacity to finance export sales. The Corporation's credit insurance provides insurance against up to 90 per cent of losses caused by non-payment of foreign buyers (A108). Its loans and loan guarantees are available to overseas purchasers of Canadian goods and services when commercial financing is not available for the purchase; these are at internationally competitive rates, thereby promoting the sale of such exports as capital equipment and engineering services (A107-108).

Foreign investment insurance guarantees new Canadian investments in developing countries from loss or damage (A109), and

performance-related insurance guarantees Canadian firms against foreign calls on a guarantee, or non-performance by a consortium partner (A110).

Export Market Development

The Program for Export Market Development (PEMD) provides incentives for Canadian firms to enter new export markets or expand existing markets overseas or in the U.S. (A303). It provides a contribution towards the costs you incur in breaking into new markets. PEMD now provides over twenty million dollars annually for certain types of export initiatives:

- specific project bidding;
- market identification (visits by business people to new market areas);
- participation in trade fairs abroad;
- incoming buyer visits;
- export consortium assistance (to encourage small and medium-sized firms to form export consortia);
- sustained export market development (to establish a permanent presence in a foreign market);
- the development of the export of Canadian agricultural, fisheries and food products

If export sales are achieved as a result of the PEMD assistance, then the federal contribution is repayable at specified terms. Under PEMD, the government may also organize trade fairs abroad, trade missions, and visits to Canada of influential foreign buyers. Since company participation is by invitation, you must make sure your company is listed with the Department of Industry, Trade and Commerce (B108).

The Industrial Cooperation Assistance Program (A304) assists Canadian businesses seeking to expand their operations by establishing an enterprise or forming a joint venture in developing countries. Grants are available for pre-feasibility, viability and preparation studies, and for transfer of Canadian technology. Expenditures in 1980-81 will be \$9 million and are expected to increase substantially in 1981-82.

Selling to Foreign Governments

Assistance in obtaining procurement contracts with foreign governments is provided by the Canadian Commercial Corporation, a Crown corporation. Each year the CCC helps over 400 firms obtain government contracts in 90 different countries. Many of the contracts are linked to Canadian aid projects in less developed countries, and are financed by the Canadian International Development Agency. Since it

was established in 1946, the CCC has helped Canadian firms obtain over \$10 billion in export orders from foreign governments. The CCC acts as the prime contractor with the foreign government and subcontracts with Canadian suppliers (B101).

An extended range of export opportunities is provided to business by the recently signed Government Procurement Agreement (B116), which opens a substantial portion of member-governments' procurement to international competition.

The Canadian International Development Agency (CIDA) administers Canada's international development assistance program, which extends to over 70 countries. Canadian exports are promoted through bilateral aid, involving grants and loans tied to the purchase of Canadian goods and services (B102).

Other Exporting Services

When you operate abroad, the Department of External Affairs provides a range of services, including advice on conditions in overseas countries, consular services, and protection of Canadian interests abroad.

ITC's Office of Overseas Projects was established to increase Canadian participation in capital projects in other countries. The Office is ITC's focal point for the identification of all capital and turnkey projects, and for the coordination of the response by Canadian firms. It assists you by coordinating contract bids and assembling financial packages to back Canadian bids on major projects (B112).

The Cost-Recoverable Technical Assistance Program (B113) is designed to provide expertise on a cost-recovery basis to foreign countries and Canadian companies involved in export marketing of capital projects.

Another service for exporters is the International Trade Data Bank, which provides information to businessmen on the imports and exports of 41 major trading countries. Operated on a fee-for-service basis, it can produce almost any statistical analysis you require (B110).

When you are exporting, tariff assistance is provided by the Customs Drawback Program (C306) and Remission of Duty (C304), which eliminate duty and taxes on certain imported goods used in manufacturing for export purposes. For goods that will cross several borders, temporary admission and international highway transit carnets allows customs arrangements to be made in advance; carnets are sold in Canada by the Canadian Chamber of Commerce (C311).

To improve the competence of your managers in international business, courses are provided by universities supported through the Institutional Assistance Program (B203).

SELLING TO THE CANADIAN GOVERNMENT

Government procurement, amounting to over \$2 billion each year, involves contracts with over 20,000 firms placed by the federal

government's purchasing agent — the Department of Supply and Services (DSS). If you wish to bid for some of this business, contact DSS — it will gladly supply you with information on government requirements, and how to sell goods and services to the government. It will also send you the booklet *The Federal Government, your client*, the *Weekly Bulletin of Business Opportunities*, and the monthly *Research and Development Bulletin* (B114).

Participation in procurement by small business is encouraged through exhibitions and seminars across the country, and by the Canadian Business Sub-Contracting Opportunities Program, which requires companies bidding on contracts to provide plans for subcontracting to small business (B115).

For consideration as a potential supplier, you should have DSS place you on its source lists, which record some 80,000 firms capable of and interested in providing goods and services required by government. Public Sector Cooperative Supply agreements have been signed with several provinces and the Territories to make it easier for you to sell to both senior levels of government (B114). A computerized Business Opportunities Sourcing System (BOSS) is being established to encourage Canadian and foreign purchasing from Canadian sources (B108).

Various Canadian preference policies also help you in selling to government. For some products, only Canadian goods are purchased, and premiums are allowed for Canadian content in others, subject to international agreements (B116). Contracting-out has significantly increased the number of printing, R&D and data processing contracts recently placed with small and medium-sized Canadian firms (B114). Unsolicited proposals provide another means of marketing research capabilities to the federal government (A509). Where it is necessary for the government to buy highly specialized products or equipment from foreign sources because there are no qualified Canadian suppliers, offset agreements are negotiated to provide Canadian firms with opportunities for parts supply, production and assembly, or joint ventures.

All government procurement helps promote industrial development. In addition, there are some special procurement programs to help individual sectors. For example, federal purchases of solar space and water heating systems under the Purchase and Use of Solar Heating (PUSH) program, will develop the associated manufacturing industry (A812) and the new energy research and development proposals announced under the National Energy Program, will provide further opportunities for Canadian business (A512).

Services are also available to assist firms making purchases from the government. Crown Assets Disposal Corporation, the government's agent for selling equipment that has been declared surplus, keeps a mailing list of firms wishing to be advised of forthcoming sales (B511).

MARKETING IN CANADA

Maintaining Orderly Markets

The government relies primarily on market forces to ensure that companies operate in Canada's best interests. Fair competition in the marketplace is promoted and protected primarily through the Combines Investigation Act, with penalties imposed in cases where unfair business practices prevent entry by new firms into certain lines of business or lead to improper pricing practices (B502). Under the Foreign Investment Review Act (FIRA) proposals from potential investors are screened by the government to ensure that new foreign investment is beneficial to Canadians. And the Anti-Dumping Tribunal (C309) protects your firm from injury due to the dumping of foreign-made goods in Canada. Goods whose production is subsidized by foreign governments may be made subject to countervailing duty (C308), and serious import threats to Canadian industry may result in an import surtax being imposed (C310). Import controls have been established under the Export and Import Permits Act to prevent market disruptions for products such as clothing, textiles, and footwear where imports result in serious injury to Canadian producers.

Domestic Marketing

Sales of your products and services in Canada are promoted by various means, including the Shop Canadian federal-provincial advertising campaign. Extensive information about the domestic market is available from several sources. Statistics Canada (B504, D12) provides data on areas ranging from city blocks to all of Canada, and on matters ranging from broad economic indicators to external trade in individual products; these data can be keyed to your specific needs. The Department of Industry, Trade and Commerce's Import Analysis Branch will provide detailed information on various classes of goods imported into Canada, undertake market surveys, and monitor specific imports. This information is particularly important for manufacturers experiencing serious dislocation as a result of import competition (B103). Canada Post can provide marketing information on numbers of businesses and households served by each letter carrier route, general delivery, and rural routes. It can also advise you on the best method of delivery using its numerous special delivery services (B505).

To reduce the chance of high-risk innovation or adjustment projects failing due to marketing problems, the Enterprise Development Program may provide grants of up to 75 per cent of the cost of your associated market feasibility studies (A302).

If your company is in the Atlantic Region, you may wish to obtain marketing advice from the federal-provincial Physical Distribution Advisory Service (PDAS). Advice is provided to clients on problems

relating to freight transportation, warehousing, inventory control, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging (B106).

SUMMARY: MARKETING YOUR PRODUCTS AND SERVICES

Program or Service	Purpose	Form of Assistance	Catalogue Number
EXPORTING Trade Commissioner Service (TCS)	Provides liaison services in foreign markets, identifies Canadian foreign market opportunities for producers, assists with foreign rules and regulations	Advice on markets, opportunities, access requirements	B107
ITC International Bureaus	Provide information on foreign markets and market access, especially on U.S.	Advice and publications	B109
Export Development Corporation (EDC)	Provides financial assistance to export sales through loans, loan guarantees, insurance and surety guarantees	Credit insurance — up to 90 per cent of losses caused by non-payment Loans, loan guarantees — provided when needed to foreign purchasers of Canadian goods and services Foreign investment guarantees Surety and performance guarantees	A108 A107 A109 A110
Program for Export Market Development (PEMD)	To assist Canadian firms enter new or expand existing export markets, through participation in foreign capital projects, visits to/by foreign buyers, trade fairs, export consortium assistance	Grants of up to 50 per cent of cost, repayable if increased export sales result. Shared-cost exhibition service, travel and other costs for missions and visitors.	A303

Business Opportunities Sourcing System	Computer-based data system makes information on Canadian businesses available to all Canadian Trade Commissioners abroad. Data also used to produce ITC directories, the principal reference source for foreign buyers seeking Canadian goods	Maintains up-to-date information for foreign buyers; puts foreign buyers in contact with Canadian businesses	B 108
Industrial Cooperation Assistance Program	Assists Canadian firms establishing enterprise or joint venture in developing countries	Grants for starter and feasibility studies	A 304
Canadian Commercial Corporation (CCC)	Helps Canadian firms obtain orders from foreign governments	CCC acts as prime contractor, and sub-contracts to Canadian suppliers	B 101
Government Procurement Agreement	International agreement on government procurement	Opens international markets to Canadian business	B 116
Canadian International Development Agency (CIDA) Exports to Developing Countries	Canadian procurement under international development assistance program	Bilateral aid tied to purchase of Canadian goods and services	B 102
Office of Overseas Projects	Coordinates Canadian participation in capital and turnkey projects in other countries	Coordinates contract bids, and assembles financial packages to back Canadian bids	B 112
Cost Recoverable Technical Assistance (CRTA)	Provides access to expertise on exporting capital projects	Operates on a cost-recovery basis	B 113

Program or Service	Purpose	Form of Assistance	Catalogue Number
International Trade Data Bank	Provides trade data for 41 major trading countries	Operates on a fee-for-service basis	B110
Customs Drawbacks and Remission of Duty	Returns duty and taxes on materials re-exported	Duty and tax remission	C306 C304
Carnet System	Allows advance customs arrangements for goods crossing several borders	Carnets sold in Canada by Canadian Chamber of Commerce	C311
Institutional Assistance Program	Increases competence of managers in international business	Courses developed at universities	B203
SELLING TO THE CANADIAN GOVERNMENT			
Department of Supply and Services (DSS)	Procurement	Booklets and bulletins on federal requirements; source lists maintained	B114
Public Sector Cooperative Supply Agreements	Cooperative supply by federal government with provinces or Territories	Simplified business interface and large orders	B114
Canadian Business Sub-Contracting Opportunities	To allow small business to benefit from multi-million dollar government contracts	Prime contractors are required to maintain supply liaison with small businesses; information published by DSS	B115
Business Opportunities Sourcing System (BOSS)	Computerized information on Canadian businesses	Used to compile business directories, catalogues etc., promote Canadian business	B108

Contracting Out; Unsolicited Proposals	Purchase goods and services from private sector, rather than in-house government development	Larger federal procurement	A509
Purchase and Use of Solar Heating (PUSH)	Develops Canadian solar manufacturing industry	Directed federal procurement	A812
Energy Research and Development	Provides for substantial federal increases in spending on energy R&D	Intended to stimulate research into fuel options to oil for all sectors of the economy	A512

MARKETING IN CANADA

Maintaining Orderly Markets

Combines Investigation	Maintains market competition through elimination of restrictive trade practices	Filed complaints may lead to investigation, prosecution	B502
Anti-Dumping Tribunal	Imposes duty surcharge on dumped goods following investigation and hearings	Surcharge of amount by which goods are being dumped in Canada	C309
Countervailing Duty	Imposes duty surcharge to compensate for foreign government subsidies on goods sold in Canada	Surcharge of amount to offset subsidy	C308
Import Surtax	Imposes temporary duty surtax where imports are threatening Canadian producers	Surtax is usually for 180 days	C310

Program or Service	Purpose	Form of Assistance	Catalogue Number
Domestic Marketing Statistics Canada	Data on economic indicators and products by area	Statistical data can be keyed to business needs	B504
Import Analysis	Provides a number of services, including information on imports to Canada, to assist Canadian producers facing import competition	Advisory services	B103
Canada Post	Data on numbers of businesses and households served by routes, and advice on special delivery services	Data and advice	B505
Enterprise Development Program	Market feasibility studies related to high risk innovation or adjustment projects	Grants of up to 75 per cent of cost	A302
Physical Distribution Advisory Service (PDAS)	Technical advice to firms in the Atlantic Region on matters relating to product marketing and distribution.	Advisory services	B106

5

DEVELOPING YOUR WORK FORCE

To function efficiently, your business needs good workers with the right skills. The federal government has a wide range of services and programs to help you as an employer to obtain manpower with the skills required:

Occupational Training — supporting industry through the development of workers with the job skills necessary to meet current and future needs, with particular emphasis on the retraining of workers displaced by technological change, the provision of support for training new workers, and the problems of manpower scarcities with high-level skills that are critical for future industrial development.

Employment Subsidies — enabling businesses to increase output and hire additional workers by lowering wage costs.

Other Services — providing information and assistance in recruiting, collective bargaining, employee relations and management development.

OCCUPATIONAL TRAINING

Occupational skill development for the labour force is provided by a variety of training and upgrading programs that focus on particular training requirements: classroom instruction, on-the-job upgrading, and development of highly qualified manpower.

Training-in-industry is extremely effective, and in some cases essential, in developing workers with skills to meet a firm's specific job needs. Federal support in this area has doubled in the last five years. Where such training is appropriate, the Canada Manpower Industrial Training Program (CMITP) offers financial assistance to you, the employer, to start your own training "in-house" or expand your existing training capability (A702). The program is available for a wide range of industrial training needs. In addition to reimbursing direct training costs, CMITP provides wage subsidies to employers to meet the costs of trainees' reduced productivity during the training period. Under an experimental component of the program, employers can be reimbursed up to 75 per cent of the wage costs of women being trained in "non-traditional" occupations. The program provides approxi-

mately \$100 million in financial support to employers annually. Special extended financial support for industrial training is provided under the Critical Trade Skills Training Initiative (A704). If you are providing training for your workers in certain higher-skill trades occupations where there are acute labour shortages, then you may be eligible for support. This program, with an annual budget of \$30 million, is provided because of the heavy costs firms encounter in developing such skills in their work force.

The Canada Manpower Training Program (CMTP) provides for courses of up to 52 weeks' duration at federal expense to members of the labour force, by sponsoring trainees at provincial training institutions. Courses available are tailored to the occupational needs of local businesses, and include initial pre-employment skill development; upgrading of existing skills; apprenticeship; and basic educational programs to enable workers to proceed to further skill training. More than \$560 million per annum is allocated for federal assistance under this program, including some \$59 million for classroom instruction of apprentices (A703).

EMPLOYMENT SUBSIDIES

The availability of wage subsidies linked to the hiring of extra workers lowers additional labour costs, and can thus assist you expand business activities and production.

The Program for the Employment Disadvantaged provides employers with a cash subsidy of up to \$10,000 for each employee hired under this program. Employment disadvantaged people are those who have had particular difficulty in finding and keeping employment and disabled or handicapped persons. Other cash grants besides the contribution to wages are paid under this program (A707).

The New Technology Employment Program is designed to create jobs for highly educated graduates in the scientific and technical fields who are unable to find employment in their disciplines. Under the program, wage subsidies are available to employers to a maximum of \$290 per week for each employee (A507). The Industrial Research Fellowships and Awards Program also provides assistance to employers (A502).

OTHER SERVICES

Recruitment

The coast-to-coast network of more than 400 Canada Employment Centres (CECs) is available to assist you in securing suitably qualified workers (B401). Overall, more than one million workers are placed by the CEC's each year with employers who register vacancies with them. Where openings cannot be filled locally, assistance is provided in recruiting workers from other areas, including recruitment from abroad where necessary. If required, financial assistance is available under the Canada Manpower Mobility Program for workers to move

from localities with no suitable job opportunities to areas where there is an industrial demand for their skills — thereby aiding both employers and workers (A705). Special assistance in finding workers for agriculture is provided (B403).

Further recruitment assistance is available to employers through the provision of information on prevailing wage rates, occupational shortages, hiring requirements, and the availability of workers in local areas — all important factors when you are faced with difficulties in labour recruitment, or when considering alternative locations for a new operation.

Collective Bargaining Support

A number of services are provided to assist trade unions and employers under federal jurisdiction in the negotiation of collective agreements. In addition to its Mediation, Conciliation and Arbitration Services (B404), the Department of Labour also provides data on collective agreements, wages, working conditions, and occupational health and safety requirements. Both unions and management use this information service extensively, and the material is also important for determining wage rates in non-union areas (B402). As part of these industrial relations support activities, assistance is also provided for the professional development of union officials under the Labour Education Program (A407).

Employee Health, Safety and Job Satisfaction

The Department of National Health and Welfare provides consulting health protection services to firms on the organization and operation of their own health services to workers (B405). Information on measures to improve the quality of working life is provided by the Department of Labour (B406), as is information on occupational health and safety requirements.

A consultative service is also available to firms wishing to improve the employment status of women, the handicapped and other special employee groups. This Affirmative Action Program (B410) can lead to greater productivity, improved employee morale and lower turnover rates. The Women's Bureau also offers useful information on women at work (B412).

Management Improvement

The federal government appreciates the importance of providing support and assistance for management, particularly in the case of small and medium-sized businesses. This assistance to you basically takes two forms: training and upgrading seminars to assist in developing management expertise, and provision of counselling and consultancy assistance to firms with particular management problems.

Several sources of assistance are available for managerial development. In certain areas the Canada Manpower Training

Program (A703) offers preparatory courses in basic management skills, while supervisory training is available under the Canada Manpower Industrial Training Program (A702).

The Federal Business Development Bank (FBDB) operates an extensive service designed to meet the needs of small business, including the provision of seminars under its Small-Business Management Training Program (B413). These seminars, which cover the full range of skills required to run an efficient operation, are provided at a modest fee in cities and towns across Canada. The nearest branch of the FBDB can provide you with details (D9). The FBDB also produces material for use in adult education courses given at local colleges and for management clinics, individual self-teaching programs on small-business management, available at its branches. Management counselling services are provided by the FBDB under its Counselling Assistance to Small Enterprises (CASE) Program. If you are encountering operational, financial or marketing problems, CASE may be the answer. Experienced business counsellors are available to study your business operations "on site" and recommend action (B414).

Other management development programs are available through the Institutional Assistance Program (B203) and through the Interchange Canada Program (B408) for firms concerned with developing their staff's experience in government or benefiting from the capabilities of public servants.

SUMMARY: DEVELOPING YOUR WORK FORCE

Program or Service	Purpose	Form of Assistance	Catalogue Number
OCCUPATIONAL TRAINING			
Canada Manpower Industrial Training Program (CMITP)	Develops worker skills through employer-centred training	Up to 85 per cent of trainee wages and up to 100 per cent of associated training costs at government expense, including living allowance	A702
Canada Manpower Training Program (CMTP)	Developing or upgrading workers' skills to meet employers' changing requirements	Training courses of up to 52 weeks, at government expense. Trainees eligible for living allowance or UI benefits	A703
Critical Trade Skills Training Initiative	Develops worker skills in certain higher-level blue-collar occupations	Extended payments towards trainee wage costs	A704
EMPLOYMENT SUBSIDIES			
New Technology Employment Program	Develops employment opportunities for scientific personnel	Financial assistance towards worker's wages	A507
Industrial Research Fellowships and Awards	Assist highly qualified graduates and students gain industrial R&D experience	Contribution towards salary	A502
Program for the Employment Disadvantaged	To help the handicapped find work in the private sector	Cash subsidies to employers, up to 85 per cent of wages, to a maximum of \$10,000 per job	A707

Program or Service	Purpose	Form of Assistance	Catalogue Number
Recruitment Services Recruitment	Filling job vacancies	Coast-to-coast network of over 400 Canada Employment Centres	B401
Canada Manpower Mobility Program (CMMP)	Assistance to workers who have to move to obtain employment	Grants for job search and relocation	A705
Agricultural Worker Recruitment	Stabilization of agriculture labour market	Assistance in meeting seasonal demands for workers by recruiting outside Canada	B403
Collective Bargaining Support Mediation, Conciliation and Arbitration Services	Assistance in resolving collective bargaining disputes	Conciliators and arbitrators	B404
Labour Affairs — Information	Data on recent collective agreements, wages and working conditions, analysis of recent trends	Information from Department of Labour	B402
Labour Education Program	Professional development of union officials	Financing of courses for union officials	B407
Employee Health, Safety and Job Satisfaction Health Protection Services	Helps firms organize their own health services, and control environmental hazards/dangerous materials	Consultancy assistance.	B405

Quality of Working Life	Restructuring work activities to increase job satisfaction	Information/publications from Department of Labour	B406
Affirmative Action Assistance	Helps firms organize their own affirmative action programs	Consultancy service, free of charge	B410
Women's Labour Bureau	Informs employers on requirements affecting employed women	Information, publications, etc.	B412

MANAGEMENT IMPROVEMENT

Small-Business Management Training	Upgrading of management skills for small businesses	Business seminars sponsored by Federal Business Development Bank	B413
Counselling Assistance for Small Enterprises (CASE)	Assists in improving small firms' business methods	Counselling assistance from retired businessmen	B414
Institutional Assistance Program	Improves management expertise in international sales/marketing	Courses at university International Business Studies Centres and other institutes supported by the Institutional Assistance Program	B203 D6
Interchange Canada Program	Government expertise exchange with the private sector	Temporary assignment of private sector executives to government, and vice versa	B408

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ADJUSTING TO CHANGE

If you have to modernize your firm or make other major adjustments because of changing market conditions, you can get assistance from the federal government. This special assistance is additional to the government's general support for firms through the provision of information on product developments, market trends, and other matters, and covers two basic areas:

Capital Adjustment — providing you with loan guarantees and other financing support for high risk modernization and adjustment, offering support for modernization in slow-growth areas and providing tax concessions.

Labour Force Adjustment — providing you and your work force with assistance in adjusting to plant modernization, restructuring and other changes affecting the number and types of skills required.

CAPITAL ADJUSTMENT

Enterprise Development Program

Much of the restructuring and adjustment undertaken by business and industry can be adequately financed from commercial sources, but some firms, particularly small and medium-sized operations, can't get financial backing. This frequently occurs because of the risk factors in relation to the size of the operation involved.

If you are unable to obtain debt financing on reasonable terms and conditions, for whatever reason, you should consider the Federal Business Development Bank (A101) or the Enterprise Development Program (A302). The EDP is the federal government's main program instrument for promoting industrial adjustment. Administered with the assistance of experienced businessmen, who review proposals through a national board and a network of regional boards, the EDP structures financial packages and insures loans for companies, thereby enabling them to obtain financing from commercial lending institutions.

The program was launched in 1977 as an important first step in combining a number of separate government support programs for

modernization, adjustment and technology development into a single unit, to make it easier for you to obtain assistance.

Enterprise Development Boards have the authority to provide up to \$1 billion in loan insurance to assist Canadian companies. All loan insurance is on a last resort basis, that is, financing must not be available on reasonable terms without the insurance.

Eligibility for support varies somewhat, but is basically dependent on the viability of the project and your business operation, your need for assistance and the type of industry you are in.

Because of the importance of the manufacturing and processing sectors in sustaining Canada's industrial development, all firms in these sectors are eligible. Firms in the services sector are eligible if they are high technology service firms or if the assistance can be proved to provide direct significant benefits to firms in manufacturing and processing.

The federal government also recognizes the importance of encouraging adequate feasibility studies and product development prior to firms committing substantial sums to industrial ventures. The EDP provides grants of up to 50 per cent of the costs of such studies, which in many cases form an integral part of a larger EDP financing package. For smaller businesses (less than \$10 million in sales), grants of up to 75 per cent may be made.

Other Assistance

Apart from assistance under EDP, if you are purchasing plant and equipment for modernization, you may also benefit from further federal support provisions that assist capital investments. For example, if you are located in one of Canada's slow-growth regions, grants and loan guarantees may be made under the Regional Development Incentives Program (A401). The incentive grants are available for investments of \$25,000 and upwards in a wide range of manufacturing and processing industries. Applications for projects involving lower amounts may also be considered. The regional development loan guarantees cover capital outlays of \$100,000 and upwards in manufacturing, processing and certain service sector industries.

Adjustment assistance of various other types is also provided. For firms concerned with improving their productivity, the Inter-Firm Comparison Program offers a comparison of your firm's performance relative to that of its sector as a whole (B105). The Metric Commission assists in converting to metric measurement through information and technical assistance on conversion problems (B508); conversion costs are eased through contributions to workers for tools (A809), reduced sales tax (C302), and income tax deductions (C107). Special assistance is also provided to individual sectors — for example, support to the defence industries under the Defence Industry Productivity Program helps keep them in the forefront of advanced technology and production processes, making them more competitive in export markets (A301).

A number of tax concessions also apply to modernization investments: Investment Tax Credits (C101), accelerated capital cost allowances (C102), and remission of customs duty on machinery not produced in Canada, under the Machinery (MACH) Program (C305).

LABOUR FORCE ADJUSTMENT

Industrial adjustment may have major implications for your employees. New skills may be required and this could involve job change, relocation, retraining, etc. To assist both employers and workers adjust to emerging industrial opportunities, a full range of federal manpower programs and services is available through your local Canada Employment Centre.

The Canada Manpower Consultative Service (A701) is available to firms expecting or experiencing changes in their labour force as a result of technological developments and changing market conditions. These consultative services encourage the joint planning of manpower adjustment by management and labour in response to plant modernizations, expansions, lay-offs, and branch plant closures. Further assistance is provided by the careful coordination of available government programs and services to aid firms and workers affected. Any costs related to joint consultation and planning are generally shared between the private sector and the Canada Employment and Immigration Commission. Through this service, the Commission assists in dealing with changes affecting some 70,000 workers annually.

The government's labour force development programs — the Canada Manpower Training Program (A703), the Canada Manpower Industrial Training Program (A702), and the Critical Trade Skills Training Program (A704) — described in chapter 5 — are all available to assist workers adjust to changing occupational demand and technology conditions. Occupational placement and counselling services are also provided. If the employment of some of your work force is affected as a result of plant modernization and restructuring, the Canada Manpower Industrial Training Program may be of particular assistance, since it provides financial support to train your workers in new skills while they are still employed. The program generally provides for 60 per cent (on occasion up to 85 per cent) of trainee wages in such cases, plus reimbursement of up to 100 per cent of other training costs.

If industrial adjustment results in workers being permanently laid-off in localities where no suitable alternative jobs exist, assistance may be provided by the Canada Manpower Mobility Program (CMMP) to move to areas where there are job openings. This assistance can include grants to support a worker's search for job openings, and relocation grants covering removal costs to the new area. More than \$11 million is allocated annually for assistance under this program (A705).

In addition to the above measures, special Industrial Adjustment Assistance Program benefits for income support are provided through

the Department of Labour for workers who become unemployed as a direct result of import competition or major restructuring in such industries as textiles, clothing, footwear and tanning (A706). Benefits of several million dollars a year are provided under this program. A three-year, \$350 million program of industrial restructuring and labour adjustment, announced in early 1981, will focus on communities disrupted by large-scale industrial dislocation, and offer incentives to firms undertaking or expanding operations in these areas.

SUMMARY: ADJUSTING TO CHANGE

Program or Service	Purpose	Form of Assistance	Catalogue Number
CAPITAL ADJUSTMENT Enterprise Development Program (EDP)	Lender of last resort, it provides financial assistance packages and insures loans for companies seeking to adjust to changing markets	Loan insurance for mergers, working capital or acquisition/construction/conversion of plant and equipment; grants of up to 75 per cent of cost for productivity improvement, innovation, and market feasibility.	A302
Federal Business Development Bank (FBDB)	Provides financial assistance to firms experiencing financing difficulties	Loans, loan guarantees, equity financing	A101
Regional Development Incentives Program (RDIP)	Provides financial assistance to firms establishing, expanding or modernizing in slow-growth areas	Grants, loan guarantees	A401
Inter-Firm Comparison Program	Helps companies evaluate their productivity performance	Productivity comparison with rest of industry sector	B105
Metric Conversion	Metric Commission assists conversion to metric system	Contribution to costs of workers; special tax measures; reduced sales taxes. Information and technical assistance	B508 A809 C302 C107
Defence Industry Productivity Program	Assistance with product development costs for export sales	Grants of up to 50 per cent, and loans	A301

Investment Tax Credits	Assistance in the purchase of new buildings and equipment used in manufacturing/processing	Deduction from tax	C101
Accelerated Capital Cost Allowances	Assistance with costs of machinery and equipment in manufacturing/processing	Rapid write-off	C102
Machinery Program (MACH)	Cost reductions on imported machinery not produced in Canada	Remission of customs duty	C305

LABOUR FORCE ADJUSTMENT

Canada Manpower Consultative Service	Encourages labour/management joint planning of manpower adjustment in response to plant expansion, lay-offs, branch closures	Canada Employment and Immigration Commission participates in and encourages consultative process; normally funds 50 per cent of costs of labour-management committees	A701
Canada Manpower Training Program (CMTP)	Develops or upgrades workers' skills to meet employers' changing requirements	Training courses of up to 52 weeks, at government expense. Trainees eligible for living allowance or UI benefits	A703
Canada Manpower Industrial Training Program (CMITP)	Develops worker skills through on-the-job training	Up to 85 per cent of trainee wages and up to 100 per cent of associated training costs	A702
Critical Trade Skills Training Program	Develops worker skills in higher-level blue-collar occupations in short supply	Payments towards trainee wage costs	A704

Program or Service	Purpose	Form of Assistance	Catalogue Numbers
Canada Manpower Mobility Program (CMMP)	Assistance to workers who have to move to obtain employment	Grants for job search or relocation	A705
Adjustment Assistance Benefits Programs	Adjustment assistance for workers who become unemployed through import competition or major restructuring in certain industries	Financial assistance provided to workers	A706

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ASSISTANCE TO SPECIFIC SECTORS

It is in your own interest to become knowledgeable about the full range of federal assistance available to your particular industry. Because of the varying types of production, marketing and other problems encountered in different sectors of industry, individual sectors receive different types and levels of support from the federal government. These support measures can help you improve the efficiency, productivity and profitability of your own operation.

To provide support and service to you and your industry group, the federal government has established specific contact points for most sectors. The Department of Industry, Trade and Commerce's Industry Sector Branches provide market development advice and industry guidance for firms in chemicals, textiles and consumer products, electrical products and electronics, machinery, transportation, agriculture, fisheries, forest products, mining, distribution, and construction (B104). Other departments that offer specialized advice and assistance of various forms to different industry sectors are: Energy, Mines and Resources; Agriculture; Fisheries and Oceans; Environment (including the Canadian Forestry Service); Transport, and the Canada Mortgage and Housing Corporation.

Specific assistance is directed to the following sectors:

Manufacturing
 Shipbuilding
 Footwear, Clothing and Textiles
 Aerospace and Defence

Energy

Resource-Based
 Minerals
 Agriculture
 Fisheries
 Forestry and Forest Products

Services

- Tourism
- Book Publishing
- Films
- Transportation

Construction

For some of these sectors, the summary at the end of the chapter provides more detailed lists of the range of federal assistance available than does the text.

MANUFACTURING

If you are a manufacturer, special federal government assistance to your sector is available through tax measures and industry development support (both generally and for specific industries).

Tax Measures

The manufacturing and processing sectors benefit from tax reductions (C103), with the federal tax rate reduced to 30 per cent, and 10 per cent for small businesses. In addition, an accelerated capital cost allowance involving a two-year write-off is allowed for machinery and equipment used in manufacturing or processing goods for sale or lease in Canada (C102). Further assistance for investment in machinery is provided by the Machinery (MACH) Program, which assists you to acquire advanced production equipment at the lowest possible cost by providing for the remission of import duty on machinery not available from Canadian manufacturers (C305). A special tax credit of 50 per cent is provided for certain manufacturing industries on investments made in special low-income high-unemployment areas (C101).

Industry Development Support

Under the Enterprise Development Program (A302), financial assistance of last resort is provided to small and medium-sized firms in the manufacturing and processing sectors for high risk innovation and adjustment projects. Grants and loan guarantees are also available through the Regional Development Incentives Program to firms that locate, expand, or modernize their operations in Canada's slow-growth areas (A401).

Special support provisions are also provided for specific industries:

Shipbuilding

If your firm meets certain conditions, the Shipbuilding Industry Assistance Program (SIAP) provides subsidies to Canadian firms to maintain and improve the industry's competitiveness in bidding for new orders in the face of foreign competition (A305). For smaller vessels, Fishing Vessel Construction Assistance provides financial assistance of up to 35 per cent of the approved costs of construction,

modification, or conversion of fishing vessels (A614). Qualified Canadian vessels are also eligible for accelerated capital cost allowances that give a three-year straight-line write-off (C102).

To exploit the ship repair demand related to foreign vessels operating in Canadian waters, ship repair and dry dock facilities are being extended in Halifax and Vancouver with federal financial support (A305).

Footwear, Clothing and Textiles

Due to the particular adjustment problems encountered by firms in these sectors, special provisions are available. In addition to special adjustment support under the Enterprise Development Program (A302), import quotas have been established to provide added protection to firms while modernization plans are being implemented. Improved productivity and competitiveness in these industries are also promoted by the Fashion Design Assistance Program (A805), and by the Footwear and Leather Institute of Canada.

To assist manpower adjustments in these industries, special financial support is also available to workers affected by major layoffs. The Adjustment Assistance Benefits Program (A706) provides extended income support to workers affected by employment disruptions that result from import competition (in the case of textiles and clothing) or the effects of government-supported industry restructuring (footwear and tanning).

Aerospace and Defence Industries

Firms in these sectors are provided with specific assistance from the Defence Industry Productivity Program (DIP) and research and procurement assistance in space development technologies.

Under the DIP Program, financial assistance to Canadian-based companies includes support for selected research and development, support for acquisition of advanced machine tools and other manufacturing equipment, and assistance with pre-production expenses (A301). To facilitate access to the U.S. defence market, the associated Canada-U.S. Defence Production and Development Sharing Arrangement allows Canadian firms to compete for U.S. defence contracts on the same basis as U.S. industry.

To encourage the development of Canadian space technology, the federal government offers research and development facilities (B205).

ENERGY

In its National Energy Program, announced in the October 28, 1980, Budget, the federal government provided a number of new or revised measures to encourage the business community to develop new energy sources, conserve energy and convert to non-oil energy. As the program develops, new measures of direct benefit to Canadian business will be announced. Your regional Business Information

Centre will be able to provide information, as will the new regional offices being set up by the Department of Energy, Mines and Resources. Among the measures most likely to be of interest to business are:

a natural gas bank that will purchase natural gas from Canadian producers who, despite successful exploration, face severe cash-flow problems because of market inaccessibility (A619);

a program to encourage the expansion of electrical and natural gas distribution systems, thus making it possible for business and industries in wider areas to convert from oil to gas (A619);

grants for commercial vehicle fleet conversion from gasoline or diesel to propane (A309);

the stimulation of renewable energy technology through research and demonstration programs and a new Crown corporation — Canertech (A114);

a substantial increase in research and development expenditures on energy alternatives such as liquid fuels, coal and hydrogen (A512);

a new system of direct incentive payments, structured to encourage oil and gas exploration and development investment by Canadian companies, with added incentives for oil and gas exploration on Canada Lands in the north and offshore (B322) and a phasing-out of earned depletion allowances under the Income Tax Act for oil and gas exploration and development, except for frontier exploration and non-conventional oil projects;

new funds to find ways of using large reserves of Cape Breton coal to displace imported oil in the Atlantic provinces (A514);

an industrial energy conservation program throughout Canada and retrofit program in the Atlantic provinces (A307).

In addition to the specific measures mentioned above, a wide range of other tax incentives, services and support programs is available to the business sector, reflecting the importance of energy to the continued progress of Canada's industrial development. Canadian industry in general has benefited enormously from government assistance through Oil Import Compensation Payments (A816), which ease the transition towards higher oil prices; a total of some \$9.5 billion in financial support has been provided to date. Canadian industry also benefits greatly from government support and initiatives in the development of energy conservation technology and processes.

Tax Measures

The provision of tax incentives has played a major role in stimulating much of the extensive exploration and development of Canadian energy resources, particularly frontier developments like those in the Beaufort Sea and non-conventional sources such as the tar sands.

Although the National Energy Program provides grants to replace previous tax allowances, a number of tax incentives still pertain to a wide range of expenses for resource exploration and development (C107).

Industry Development Support

Federal financial support to the energy industry is provided for joint exploration and development ventures with the private sector. Through Petro Canada, a federal Crown corporation, government assistance provides equity financing and other support for several major resource developments, including Pan-Arctic Oils, Polar Gas and Syncrude's tar sands operation.

Technical information and research support are provided by the Department of Energy, Mines and Resources to companies involved in fuel extraction and processing (B318). As part of this technical support, the Canada Centre for Mineral and Energy Technology (CANMET) conducts research and development projects in cooperation with industry (B317), and the Canada Centre for Geoscience Data provides information to industry and the public (B320). Atomic Energy of Canada Ltd. (AECL) pursues an active program to transfer its laboratory developed technology to private industry (B206).

Grants of up to 50 per cent of the capital costs of approved projects designed to develop enhanced methods of recovering heavy oil are provided through the Heavy Oil Development Agreement (A515). The new SAS-CAN Centre for Heavy Oil Technology (A516) is being provided with \$50 million over the next five years for similar research. A further part of the government's contribution to new energy technologies is the District Heating Detailed Engineering Design program (A513), which encourages the development of central heating systems by contributing towards the high design and demonstration costs.

Energy Conservation and Renewables

Because of the importance of conservation as a means of extending Canada's energy resources, the federal government provides a wide range of support measures. The National Energy Audit Program (A306) assists industrial and commercial establishments to identify areas of energy waste and plan and implement corrective measures. The Canada Oil Substitution Program (COSP) provides grants to cover the cost of converting homes and businesses from heating with oil to heating with other energy sources (A817). The Renewable Energy Conservation Program (A511) cost-shares the development of new energy technology, products and services, and the Petroleum Incentives Program encourages Canadian firms to engage in gas exploration and development (A620).

Funds are also available for the design and construction of energy efficient housing. The Super Energy-Efficient Housing Demonstra-

tion Program funds the design, construction and evaluation of the houses, the training of the workers and the promotion and publicizing of the projects (A814).

Some programs are aimed at promoting the conservation of traditional energy sources, such as the Development and Demonstration of Resource and Energy Conservation Technology Program (A501), the National Energy BUS Program (B315) and the Industry Energy Research and Development Program (A504). Others stimulate the use of alternative energy sources, offering capital cost-sharing under the Forest Industry Renewable Energy Program (A618) and R&D contracts under the Energy from the Forest (ENFOR) Program (A616). The development and use of solar energy equipment is encouraged by the Purchase and Use of Solar Heating Program (PUSH) (A812).

In recognition of regional disparities, especially in the cost of energy, the federal government has implemented several measures especially designed to aid the Atlantic provinces. A federal subsidiary agreement on energy conservation has been signed with Nova Scotia, consisting of two programs, an Energy System Planning Program and an Energy Opportunities Program (A403). The Atlantic Capital Retrofit Program (A307) and the Utility Off Oil (Atlantic Canada) (A308) form a two-pronged approach. The first is intended to help businesses finance their energy conservation investments and the second to cut the amount of oil needed to generate electricity in the Atlantic region, and thus reduce energy costs further. The Coal Utilization Technology Program (A514), encourages the commercialization of technology to make coal useful for generating electricity in an environmentally acceptable way. The Home Insulation Program (HIP), which applies to P.E.I. and Nova Scotia only, provides assistance towards the cost of insulating residences and hostels built before 1977 (A813).

RESOURCE INDUSTRIES

Minerals

Industry Development Support

Under federal provincial mineral development subsidiary agreements in effect with Newfoundland, New Brunswick, Quebec and Ontario, the federal government shares the cost of programs involving geoscientific surveys, mineral deposit assessment and process development and provision of access roads (A400 series). The Canada Centre for Remote Sensing undertakes developmental work on technology and instrumentation to collect and analyze data for the management of Canada's natural resources (B319).

Technical information and research support are provided by the Department of Energy, Mines and Resources to companies carrying out mineral and metal extraction and processing (B318). The Canada Centre for Mineral and Energy Technology (CANMET) collaborates

with industry in research and development projects (B317) and the National Mineral Inventory (B320) provides information on reserves and particularly significant deposits.

Tax Measures

Tax incentives have also played an important role in the development of mineral resources in Canada. Mineral exploration and development is eligible for expense deductions, capital cost allowances and earned depletion as well as special tax provisions for prospectors and grubstakers (C107).

Agriculture

If you are a farmer or are in the agriculture industry, the federal government assists you through financing assistance for farm investments, marketing and price stabilization, industry development support and tax measures

Financing Assistance

Several special financing provisions have been established to meet the industry's needs. Among the more important is the availability of long-term mortgages through the Farm Credit Corporation for farm business investment, with well over half a billion dollars of new loans and renewals negotiated in 1979-80 (A202). Government guarantees are also available for farm improvement loans through approved lending institutions (A201). The federal government backed 263 million dollars' worth of these loans in 1979.

Marketing and Price Stabilization

Under the Agricultural Stabilization Act, payments of \$310 million were made in 1979-80 to farmers for price support operations for animals, dairy products, and grains (A601). Approximately \$96 million was paid to grain producers under the Western Grain Stabilization Act (A608). Other major support measures include crop insurance (A204), for which federal payments in 1979-80 were \$79 million, advance payments for crops (A205), freight charges (A605-607) and agricultural products cooperative marketing agreements, by which the federal government guarantees bank loans for initial payments and operating costs to primary producers of agricultural products (A610). The summary at the end of the chapter lists these and other marketing assistance programs.

Industry Development Support

The Department of Agriculture provides extensive information services on livestock and produce prices and market developments (B301). Other government assistance includes the provision of research services (B303), and support for feed grain and fruit and vegetable storage facilities (A604, A609). The Prairie Farm Rehabilitation Administration provides ongoing programs to conserve

and develop soil and water resources in the prairie provinces (B306). Federal-provincial Agriculture and Rural Development Subsidiary Agreements (A400 series) also provide substantial developmental support for the farming and processing industries. Assistance in manpower recruitment and the upgrading of management is another federal service offered to farmers (B403).

Tax Measures

Specific tax measures have been established to assist the farming industry, in recognition of the problems of the extensive fluctuations in income that occur. Income from farming and ranching may be computed according to the cash method, which, for example, allows start-up expenses (such as the costs of establishing a new herd) to be carried forward on an extended basis to later, more profitable, years (C212). In addition farmers are permitted to opt for block income averaging (C211) over a five-year period. Farm operating costs are also reduced by the exemption from federal sales taxes (C301).

Recognizing the importance of family farm units, special rules provide for the inter-generational transfer of family farms without immediate tax liability for accrued capital gains (C209-210).

Fisheries

If you are a fisherman, the federal government assists you through financing assistance for fisheries investments, marketing and price stabilization, industry development support and tax measures

Financing Assistance

Under the Fisheries Improvement Loans Program the federal government guarantees term loans to fishermen for the purchase and repair of vessels and equipment (A206). In 1979-80 loans from chartered banks and other approved lenders under this program totalled \$28 million. Fishing Vessel Construction Assistance (A614) provides up to 35 per cent of the approved costs of construction, modification or conversion of fishing vessels.

Marketing and Price Stabilization

The federal Fisheries Prices Support Board undertakes marketing activities and protects fishermen against sharp fluctuations in prices (A615). Further marketing assistance is provided by the Freshwater Fish Marketing Corporation (B310) and the Canadian Saltfish Corporation (A311).

Industry Development Support

The Department of Fisheries and Oceans provides you with assistance through trade and market reports and forecasts, fish inspection services (B308-309), and a fishing vessel insurance plan (A207). The Salmonid Enhancement Program in British Columbia, a multi-million dollar development designed to double salmon production by 1990,

has the multiple goals of increasing employment and earnings, boosting regional development and improving the well-being of the Native people. Inshore fishery development in Newfoundland is supported by a federal-provincial regional development agreement (A402).

Tax Measures

The fishing industry benefits from block income averaging provisions (C211), the cash method of income reporting for fishermen (C212), and sales tax exemptions (C301). Certain fishing vessels are also eligible for an accelerated capital cost allowance (C102).

Forestry and Forest Products

If you are in the forestry and forest products industry, the federal government provides industry development support that includes federal-provincial development agreements, incentive programs, information, research, and technical assistance

Industry Development Support

With a series of federal-provincial forestry subsidiary agreements, the government assists the forestry industry through reforestation, silviculture, construction of access roads, and timber salvage. In addition, the federal government has provided federal shared-cost grants to modernize pulp and paper plants in Quebec and Ontario (A400 series).

Information and technical assistance are provided to you by the Canadian Forestry Service through research and development projects on new and improved growth, harvesting and production techniques (B314). The forest industry also benefits from support to institutes such as the Forest Products Laboratories, the Forest Engineering Research Institute of Canada, and the Pulp and Paper Research Institute.

Assistance is also provided through programs that encourage the development of forest biomass as a substitute for petroleum: capital cost-sharing under the Forest Industry Renewable Energy Program (A618), and the Energy from the Forests Program of research and development on further uses of forest materials as an alternative energy source (A616).

The Cooperative Overseas Market Development Program, funded jointly by the federal government, the Government of British Columbia, and the B.C. Council of Forest Industries, promotes lumber exports.

SERVICES

Special assistance is available to certain industries in the services sector. If you own a business in one of them, you may be eligible for support:

Tourism
Book Publishing
Film Production
Commercial Facilities
Transportation

Tourism

The Canadian Government Office of Tourism (CGOT), besides providing a multi-million dollar advertising program to attract tourists to Canada, also offers the tourist industry important information services. It can provide you with information on all aspects of the tourism industry in Canada, including transportation, dining services, recreation and resources, accommodation and events and attractions. It also provides free publications on the tourism industry, and will display tourist operators' own advertising brochures (minimum 2,000) at all CGOT offices upon request (B117).

Through federal-provincial subsidiary agreements tourism development is promoted in the Yukon, British Columbia, Saskatchewan, Manitoba, Nova Scotia and Newfoundland; these agreements encourage small tourism operations to expand their facilities (A400 series). The federal government also provides funding for developing wharf and marina facilities and small craft harbours (A810).

Book Publishing

Private firms may be subsidized for non-recurring pre-publication costs and book promotions through the Book Publishing Development Program (A802). The Canada Council also provides assistance with the publication and translation of books (A803).

Film Production

Loans and investment support are available from the Canadian Film Development Corporation (A806), and technical advice and information from the National Film Board (B512). Support is also available to promote Canadian films in film festivals (A807-808).

Commercial Facilities

If you are considering establishing a commercial facility with capital costs of over \$100,000 in a slow-growth area, and are having difficulty obtaining financing, you may be able to obtain a loan guarantee through the Regional Development Incentives Program (A401). You should also enquire about loan financing at the Federal Business Development Bank (A101).

Transportation

Transportation subsidies are available to aid the provision and operation of transportation services across Canada. Small airports,

regional air carriers, passenger, freight and ferry services are all eligible (A818). A 7 per cent tax credit applies to transportation long-haul equipment (C101) and grants of up to \$400 a vehicle are available for businesses that convert their vehicles from gas to propane or propane diesel (A309).

CONSTRUCTION

If you are a builder, federal assistance is available to you through financing assistance, industry development support and tax measures.

Financing Assistance

Under the National Housing Act (NHA), financing for new house construction is available to building firms. Generally loans are made by approved lending institutions and insured by the Canada Mortgage and Housing Corporation (CMHC). If financing is not available from approved lenders because of a lack of mortgage funds, CMHC may make direct loans on a lender-of-last-resort basis (A112).

Industry Development Support

In addition to providing such guidelines as the National Building Code (B204), which establishes construction standards, the government assists the construction industry in a variety of ways. Productivity improvements are encouraged by an extensive information service provided by the Department of Industry, Trade and Commerce on the application of new techniques, processes and innovations. The CMHC supports research and development on all aspects of the housebuilding industry (B208). The Master Construction Specification (GMS) provides a computerized master specification system in both official languages (B111) and the National Energy Bus Program helps industry identify and correct energy waste (B315).

Two programs aim to encourage innovation in house building in Canada. The Housing Technology Incentives Program (A510) offers grants of up to \$10,000 for ideas that increase the utility or performance of housing through improvements in design, construction or products, and the Department of Energy, Mines and Resources provides funding assistance for the design and construction of housing that demonstrates energy efficiency. Construction workers may be trained under this program and records of the building process and energy performance of these homes will be available to the industry (A814). Energy efficient design is also encouraged through Public Works' Energy Systems Analysis (A815) and Construction Technical Systems Support (B212), which permits the use of its computer design tools in areas related to building design and construction (B212).

The construction and construction-related industries also receive considerable direct and indirect support through other federal housing programs such as the Residential Rehabilitation Assistance Program (A111) and the Home Insulation Assistance Programs (A813).

Tax Measures

Many types of building materials are subject to a reduced federal sales tax rate of 5 per cent (C302). In addition, there is no federal sales tax on most construction equipment (C301).

SUMMARY: ASSISTANCE TO SPECIFIC SECTORS

Program or Service	Purpose	Form of Assistance	Catalogue Number
MANUFACTURING			
Tax Measures			
Reduced Rate of Corporation Tax	Tax relief on profits in manufacturing and processing	Reduces federal corporate tax rate to 30 per cent; 10 per cent for small firms	C103
Accelerated Capital Cost Allowances	Rapid write-off of machinery and equipment	50 per cent write-off	C102
Machinery Program (MACH)	Purchases of non-Canadian machinery at lowest possible price	Remission of import duty	C305
Investment Tax Credit	Special tax credits for designated areas	Tax credit of up to 50 per cent for certain manufacturing industries or investments in designated low-income, high-unemployment areas	C101
Industrial Development Support			
Enterprise Development Program (EDP)	Financial assistance to firms modernizing, adjusting to industrial change, and innovating	Loan insurance; grants up to 75 per cent	A302
Regional Development Incentives Program	Financial assistance to firms wishing to locate, modernize or expand in slow-growth areas	Grants and loan guarantees	A401

Program or Service	Purpose	Form of Assistance	Catalogue Number
Industry Sector Branches	Promote growth and competitiveness in the manufacturing, processing and service industries	Act as contact with federal government, assist in identification and exploitation of foreign and domestic markets	B104
Shipbuilding Shipbuilding Industry Assistance Program (SIAP)	Financial assistance with ship construction	Subsidy toward building costs	A305
Fishing Vessel Construction Assistance Program	Financial assistance with vessel construction	Contribution of up to 35 per cent of construction costs	A614
Accelerated Capital Cost Allowances	Rapid write-off	33 1/3 per cent straight line write-off	C102
Footwear, Clothing and Textiles Fashion Design Assistance Program	Fosters Canadian fashion design	Training in industry, internships	A805
Enterprise Development Program	Industrial restructuring in footwear and tanning industries	Grants, loans and loan guarantees	A302
Adjustment Assistance Benefits Program	Income support for workers on lay-off	Support payments to workers	A706

Aerospace and Defence

Defence Industry Productivity Program (DIP)

Laboratory Testing of Space Components

Grants of up to 50 per cent of costs; loans

A301

David Florida Laboratory provides testing facilities

B205

ENERGY

Tax Measures

Deductions for Canadian Exploration Expenses and Canadian Development Expenses

Tax reductions, deferrals

C107

Capital Cost Allowances

Advantageous capital cost treatment of various expenditures

Tax reductions, deferrals

C107

Earned Depletion

Provides "bonus" write-offs on certain kinds of expenditure, including enhanced oil recovery and non-conventional oil projects, new mines and major facilities expansion

Income deduction for tax purposes

C107

Industry Development Support

Natural Gas Bank

Assists small firms to market their gas

Purchase of gas by federal government; joint ventures, production loans

A619

Program or Service	Purpose	Form of Assistance	Catalogue Number
Propane Vehicle Conversion	Conversion of commercial road vehicles to propane	Grants of up to \$400 per vehicle	A309
Canertech	Marketing and manufacturing of conservable energy technology	Joint ventures, equity investments; assistance in marketing and commercialization	A114
Energy Research and Development	Research into new energy sources and commercialization	Research contracts	A512
Exploration and Development Information — Canada Lands	To guide companies undertaking off-shore gas and oil exploration in certain areas	Technical advice and assistance	B322
Coal Utilization Technology Program	To increase the contribution of coal to Atlantic Canada's energy supply	Over \$50 million to support development and commercialization of coal processes	A514
Atlantic Capital Retrofit Program	Energy conservation project	Grants to finance energy conservation investments; some capital cost subsidization	A307
Oil Import Compensation Payments	Compensation for difference in price between foreign and Canadian crude oil	Compensation payments of \$3.1 billion in 1980-81	A816
Natural Resources Information	Technical and scientific advice	Advice from Department of Energy, Mines and Resources	B318
Canada Centre for Geoscience Data	Indexing of non-renewable resources in Canada	Geoscience information	B320

Canada Centre for Mineral and Energy Technology (CANMET)	Research and development	CANMET responds to industry requests on a cost-recovery basis	B317
Canada-Saskatchewan Heavy Oil Development Agreement	Research to enhance the recovery of heavy oil	Grants towards capital costs	A515
SAS-CAN Centre for Heavy Oil Technology	Research and development into heavy oil recovery and protection of the environment in relation to recovery	Federal-provincial shared costs of \$5 million yearly	A516
Atomic Energy of Canada Limited (AECL)	Technology transfer	Applied atomic energy technology	B206
District Heating	Development of technology and demonstration projects	Funding of up to \$1 million for detailed engineering designs for district heating suitable for Atlantic Canada	A513
Energy Conservation and Renewables			
National Energy Audit Program	Identification of energy waste and application of corrective measures	On-site energy audit and consulting service. Up to 90 per cent of consultant's fee paid	A306
Petroleum Incentives Program	Assistance for exploration and development	Incentive payments	A620
Canada Oil Substitution Program (COSP)	Conversion of homes and businesses to non-oil sources of energy	Grants of up to 50 per cent of conversion costs to a maximum of \$800 per unit	A817

Program or Service	Purpose	Form of Assistance	Catalogue Number
Renewable Energy and Conservation Demonstration Programs	Cost-shared demonstration projects	Cost-sharing of development of new technologies, products and services	A511
Energy-Efficient Housing Demonstration	Demonstration project	Funding assistance for design and construction of 1,000 units across the country	A814
Development and Demonstration of Resource and Energy Conservation Technology (DRECT) Program	Feasibility studies on energy recovery	Cost-sharing	A501
National Energy BUS Program	Energy waste detection service	Service of Department of Energy, Mines and Resources	B315
Industry Energy Research and Development Program (IERD)	Research and development to reduce energy consumption	Grants of up to 50 per cent of the total estimated cost of approved projects	A504
Forest Industry Renewable Energy (FIRE) Program	Substitution of forest residues for purchased energy	Capital cost-sharing: federal contribution of up to 20 per cent	A618
Energy from the Forests (ENFOR) Program	Research and development projects to substitute forest biomass for petroleum	R&D contracts	A616

Purchase and Use of Solar Heating (PUSH) Program	Increased use of solar energy equipment	Government procurement	A812
Subsidiary Agreement — Energy Conservation, N.S.	Industrial retrofitting program to increase energy efficiency	Grants of up to \$150,000 per site, \$500,000 per company	A403
Atlantic Capital Retrofit	Assistance in financing energy conservation investments	Over \$45 million in grants over five-year period to firms in Atlantic Canada	A307
Utility Off Oil Fund	Reduction of oil in production of electricity in Atlantic Canada	\$175 million in grants over four years to finance costs of conversion; grants cover up to 75 per cent of cost	A308
Home Insulation Program (HIP)	Provides assistance towards home and hostel insulation	Grants of up to 100 per cent of the costs of insulation	A813

RESOURCE-BASED

Minerals

Industry Development Support

Federal-Provincial Mineral Agreements	Resource development	Base metals exploration, geological surveys	A400 series
Canada Centre for Remote Sensing	Develops technology to collect and analyze earth observation data to help manage Canada's natural resources	Development of methods and instrumentation for use in aircraft and satellites	B319

Program or Service	Purpose	Form of Assistance	Catalogue Number
Canada Centre for Geoscience Data	Indexing of non-renewable resources in Canada	Geoscience information	B320
National Mineral Inventory	Records available on reserves and significant deposits	Information	B320
Canada Centre for Mineral and Energy Technology (CANMET)	Research and development	CANMET responds to industry requests on a cost-recovery basis	B317
Natural Resources Information	Technical and scientific advice	Advice from Department of Energy, Mines and Resources	B318
<i>Tax Measures</i> Prospectors and Grubstakers	Capital gains treatment of income from transfer of mining property to a corporation for shares	Disposition of shares treated as capital gains	C107
Agriculture <i>Financing Assistance</i> Farm Credit Corporation	Purchase of farm land, breeding stock, equipment, etc.	Farm mortgage loans. Farm syndicate loans	A202 A203
Farm Improvement Loans	Loans for implements, developmental projects	Guarantees for loans provided by approved lenders	A201

Marketing and Price Stabilization

Commodities Price Stabilization	Price support for producers	Deficiency payments	A601
Western Grain Stabilization	Protection against fluctuations in returns	Payments to producers	A608
Crop Insurance	All-risk crop insurance	Available to farmers through federal-provincial shared-cost agreements	A204
Advance Payments for Crops and Prairie Grain Advance Payments	Stabilizes producers' cash flow	Guaranteed interest-free loans to producer groups	A205
Feed Freight Assistance	Subsidizes transportation of feed grains (B.C. and Atlantic)	Compensatory payments	A605 A606
Freight Charges Equalization	Payment of stop-off charges for export flour	Payments to millers in western Canada	A607
Agricultural Products Cooperative Marketing Agreements	Protects against price fluctuation	Guarantees bank loans for initial payments and operating costs to primary producers of agricultural products	A610
Assistance to Rapeseed Processors	Equalized freight rate differential between processed/unprocessed rapeseed	Compensatory payments	A611
Canadian International Grains Institute	Development of grain markets to improve export opportunities for Canadian grains, oilseeds and related products	Federal grant to Institute	B305

Program or Service	Purpose	Form of Assistance	Catalogue Number
<i>Industry Development Support</i> Agricultural Information Services	Provision of market and technical information	Advice and information from Canada Department of Agriculture	B301
Agricultural Engineering Research and Development	Research on improved equipment	Research contracts	B303
Feed Freight Assistance Adjustment Fund	Improves local feed production, storage and handling for B.C., Ontario and Quebec	Payments to producers, and research	A605
Inland Elevator Program	Supports expansion and construction of storage facilities	Percentage of eligible capital costs	A604
Local Feed Grain Security Program	Development of storage facilities	Assistance with carrying charges	A604
Fruit and Vegetable Storage Construction	Development of storage facilities	Up to one-third of costs paid to a maximum of \$500,000	A609
New Crop Development Fund	Research to develop new crops	Grants to companies, universities and trade associations	A613
Prairie Farm Rehabilitation Administration (PFRA)	Support for agricultural service centres, farm wells, community pastures	Financial assistance, advice, other services	B306
Farm Building Plans Service	Plans for improving farm operations	Advisory assistance	B302
Animal Disease Eradication	Compensation for herd owners	Cash payments	A603

Agricultural Development Subsidiary Agreements	Federal-provincial agreements support the development of agriculture resources and processing facilities	Various forms of assistance, including loans and grants	A400 series
Canola Utilization Assistance Program	Research to increase commercial utilization	Grants to Canola Council of Canada, which funds research in universities and institutes	B307
Canada Farm Labour Pools; Federal-Provincial Agricultural Manpower Agreements; Caribbean and Mexican Seasonal Agricultural Workers Program	Stabilize supply and demand for workers in farming industry	Local Pools in co-operation with Canada Employment Centres; shared-cost agricultural employment activities; importing foreign workers	B403
Agricultural Fairs and Exhibition Assistance	Promotes improvement in livestock production, etc.	Loans and grants	A602
Canada Grains Council	Provides forum on industry problems and makes recommendations to government	Grants	B304
<i>Tax Measures</i> Cash Method of Income Reporting	Simple method of income reporting; livestock inventories can be set up to reduce losses	Simple reporting; extends carry forward of costs	C212
Block Income Averaging	Reduces wide fluctuations in income	Income averaged over five years	C211

Program or Service	Purpose	Form of Assistance	Catalogue Number
Inter-generational Transfer of Family Farms	Permits tax-free transfer of family farm units to farmer's children, grandchildren	No immediate tax liability for accrued capital gains	C210 C209
Sales Tax Relief	Reduces farming costs	Exemption from federal sales tax	C301
Fisheries			
<i>Financing Assistance</i>			
Fisheries Improvement Loans	Short and intermediate term credit for improving fisheries	Loan guarantees	A206
Fishing Vessel Construction Assistance	Assistance towards construction, modification or conversion of boats	Grants of up to 35 per cent	A614
<i>Marketing and Price Stabilization</i>			
Fisheries Prices Support Board	Protection against price declines	Deficiency payments	A615
Canadian Saltfish Corporation	Maintains sales volumes	Marketing	B311
Freshwater Fish Marketing Corporation	Maintains sales volumes	Marketing	B310
<i>Industry Development Support</i>			
Fisheries Market Information and Support	Information on trade, marketing, consumption, price support	Information from Department of Fisheries and Oceans	B308 B309

Fish Inspection Services	Quality maintenance	Inspection by Department of Fisheries and Oceans officers	B308
Fishing Vessel Insurance Plan	Low-cost insurance for loss of vessels	Reduced premiums	A207
<i>Tax Measures</i> Block Income Averaging	Reduces wide fluctuations in income	Incomes averaged over five years	C211
Cash Method of Income Reporting	Simple method of income reporting	Simple reporting	C212
Federal Sales Taxes	Reducing costs to fishing industry	Tax exemption	C301
Accelerated Capital Cost Allowances	Support for investment in certain Canadian-built vessels and equipment	Rapid write-off	C102
Forestry			
<i>Industry Development Support</i> Forestry Subsidiary Agreements	Reforestation, silviculture, access roads, and timber salvage	Federal-provincial cost-sharing	A400 series
Pulp and Paper Subsidiary Agreements	Modernization of the pulp and paper industry in New Brunswick, Quebec and Ontario	Incentive grants	A400 series
Forestry Services, Research and Development	Promote effective use and management of forest resources through provision of information, survey findings and research results	Advice and information from Canadian Forestry Service	B314

Program or Service	Purpose	Form of Assistance	Catalogue Number
Forest Industry Renewable Energy Program (FIRE)	Substitution of mill and forest residues for purchased energy	Capital grants	A618
Energy form the Forest Program (ENFOR)	Research and development of new energy processes	R&D contracts	A616
SERVICES			
Tourism			
Tourist Industry Assistance	Promotes growth of tourist industry	Canadian Government Office of Tourism services	B117
Federal-Provincial Development Agreements	Promotes development of tourism industry in selected areas in five provinces and the Yukon	Loans, forgivable loans, interest subsidies and incentive grants	A400 series
Tourist Wharf, Marina, and Small Craft Harbours Assistance	Development of areas with tourist potential and provision of safe mooring for recreational craft and harbour facilities	Grants and maintenance support	A810
Book Publishing			
Book Publishing Development Program	Encouragement of Canadian publishing industry	Grants	A802
Canada Council	Assistance to Canadian publishing houses	Financial assistance with costs of publication and translation	A803

Film Production
 Canadian Film
 Development Corporation
 National Film Board
 Information Service
 Cinema Canada

Grants to International
 Film Festivals in Canada
Commercial Facilities
 Regional Development
 Incentives Program

Federal Business
 Development Bank

Transportation
 Transportation Subsidies

Investment tax credit

Vehicle Conversion
 Program

CONSTRUCTION

Financing Assistance
 NHA Builders Loans

Promotes development of
 Canadian feature films

Technical assistance to improve
 quality of Canadian films

Promotion of Canadian films

Promotion of Canadian films

Assists establishment of
 commercial facilities of over
 \$100,000 in slow-growth areas

Provides loans, largely for
 purposes of buildings, land or
 equipment

Aid for provision and operation
 of transit systems

Tax deduction for qualifying
 depreciable property

Assistance for converting
 commercial road vehicles to
 propane

Financing for new house
 construction

Investment in film production

Technical services

Participation in film festivals
 abroad

Grants for up to 15 per cent of
 total budget

Loan guarantees

A lender of last resort, the FBDB
 can arrange loan guarantees and
 equity financing

Subsidies for operating deficits of
 certain transportation services

7 per cent tax credit for long-haul
 transportation equipment

Grants of up to \$400 per vehicle

Usually loan insurance; some
 direct lending

A806

B512

A808

A807

A401

A101

A818

C101

A309

A112

Program or Service	Purpose	Form of Assistance	Catalogue Number
Industry Development Support National Building Code	Establishes construction standards	Technical specifications	B204
Housebuilding Research	Research is funded on all phases of housebuilding industry	Research contracted out, results available in various forms	B208
Master Construction Specification	Standard specification descriptions for marine and heavy civil engineering projects	Computerized master specification system	B111
Energy Waste Detection — National Energy BUS Program	Helps industry and commerce identify energy waste and ways to reduce energy consumption and costs	Computer-equipped vehicles conduct on-site audits to analyze energy patterns, recommend corrective measures; federal-provincial cost-shared program	B315
Housing Technology Incentives Program	Encourages innovation in housing design and energy performance	Grants of up to \$10,000 for ideas for improvements in housing design, construction or products	A510
Energy-Efficient Housing Demonstration	Demonstration project	Funding assistance for design and construction of 1,000 units across the country	A814
Energy Systems Analysis	Encourages development of energy-efficient designs	Makes available energy analysis information to design engineers	A815
Construction Technical Systems Support	Aid to building design and construction	Access to computer design tools	B212

Residential Rehabilitation Assistance Program (RRAP)	Assists in improvement and repair of dwellings	Partially forgivable loans	A111
Canadian Home Insulation Program (CHIP) and Home Insulation Program (HIP)	Assists owners to improve home insulation	Cost sharing of materials and insulation	A813
Tax Measures			
Reduced federal sales tax	Reduces building costs	Reduced sales tax on building materials; sales tax exemption on most construction equipment	C301 C302

8

ASSISTANCE TO SPECIFIC REGIONS

Previous sections have described programs and services that will benefit you no matter where your business is located. In addition, special programs of assistance have been designed for firms locating in Canada's slow-growth regions: this chapter discusses three kinds of assistance available in particular geographic areas.

Direct Incentives for Investment and Employment — providing businesses in "designated regions" with grants and loan guarantees through the Regional Development Incentives Program, and with investment tax credits.

Province-Specific Programs — providing you with a range of assistance measures in selected sectors within each province, usually through federal-provincial subsidiary agreements.

Incentive Programs in the Territories — providing loans, loan guarantees and grants, and special funds for businesses that aid native peoples.

DIRECT INCENTIVES FOR INVESTMENT AND EMPLOYMENT

Regional Development Incentives Program

Direct regional incentives are available to you if you are in a "designated region." These are slow-growth areas where special assistance is available and include the Atlantic provinces; most of Quebec, except for the Montreal Special Areas (which are covered by a separate program of their own); Northern Ontario, including the district of Parry Sound and most of Nipissing; Manitoba; Saskatchewan; Northern Alberta (beginning 60 miles north of Edmonton); Northern British Columbia (beginning 60 miles north of Kamloops); and the Yukon and Northwest Territories.

Grants and loan guarantees are provided through the Regional Development Incentives Program to encourage entrepreneurs to locate in the designated regions, or industries already established there to expand or modernize (A401). These are familiar to many business people as "DREE grants." Most manufacturing and processing industries are eligible for grants and loan guarantees, while commercial facilities may qualify for loan guarantees only. The major

exceptions are initial processing operations such as petroleum refining and certain parts of the pulp and paper industry, mining, and the growing, harvesting or extracting of natural products. The processing of natural products in operations such as sawmills, fish processing plants or food processing plants is eligible.

The main legislative ceilings on incentive grants are 20 per cent of approved capital cost for plant modernization and/or volume expansion; and 25 per cent of approved capital cost plus \$5,000 per direct job created for new plants or new product expansions.

Loan guarantees may be authorized for most manufacturing and processing industries and for new commercial projects including business offices, warehousing and freight-handling facilities, shopping centres, convention facilities, hotel and motel accommodations, recreational facilities and research facilities. The minimum total capital cost for consideration for a loan guarantee is \$100,000.

Development incentives are also available for selected industries in the Montreal Special Areas (A414), which include Metropolitan Montreal and the area from Hull on the west to east of Granby.

Tax Credits

The Investment Tax Credit (C101) permits credit against federal income tax when you purchase certain assets to be used in manufacturing or processing, farming, fishing, logging, grain storage or the production of minerals, with extra credits applying for research and development. While investment tax credits are available throughout Canada, higher credits are available in the regions designated under RDIA (the highest rates apply in the Atlantic region and the Gaspé). The October 28, 1980, Budget provided a special rate of 50 per cent for certain manufacturing industries on investments made in specially designated areas located in every province and territory.

PROVINCE-SPECIFIC PROGRAMS

Federal-Provincial General Development Agreements

Regardless of the province in which your business is located, you may benefit from programs set up under the general development agreements (A402-412). These agreements establish a framework for federal-provincial cooperation, and are implemented through subsidiary agreements that cover specific activities. (An exception is Prince Edward Island (A413), which is covered by a Comprehensive Development Plan.) Some of these cost-sharing agreements provide for public infrastructure support, while others have established business support programs; these most commonly cover three sectors:

Industry, providing assistance for the establishment, expansion or modernization of small firms involved in manufacturing, processing, or maintenance and repair related to the manufacturing sector; forgivable loans of up to \$100,000 may be provided

under these programs. These programs are now in effect in P.E.I., New Brunswick, Ontario, Manitoba and British Columbia.

Tourism or Service Sector, providing assistance for new and existing tourist accommodation and recreational facilities in the form of loans, forgivable loans, interest subsidization, or incentive grants; grants and forgivable loans are also available for service sector assistance in some areas. Programs in support of tourism now exist in Newfoundland, P.E.I., Nova Scotia, Manitoba, Saskatchewan, British Columbia and the Yukon.

Agriculture/Rural Development, providing financial assistance for the development of agricultural, processing, and manufacturing facilities or services that will help the economy of rural areas. These programs exist in Newfoundland, Nova Scotia, New Brunswick and British Columbia.

Agreements to assist the modernization of the pulp and paper industry have also been established in New Brunswick, Quebec and Ontario.

Other Regional Development Programs

Depending on your line of business and location, you might also qualify for assistance under other regional development programs. The Prairie Farm Rehabilitation Administration (PFRA) conducts ongoing projects to develop and promote improved systems of farm practice, tree culture, water supply (including farm wells) and land utilization in the low precipitation areas of Manitoba, Saskatchewan and Alberta (B306).

Special Rural Development Agreements (Special ARDA) with Manitoba, Saskatchewan, British Columbia, the Yukon and the Northwest Territories provide for specific measures to ensure that rural residents, particularly those of Indian or Inuit ancestry, are able to benefit from rural development programs. Assistance normally takes the form of grants to the individual, group or community starting a project, and may also include funds for training and other services. Special ARDA assistance may be granted to projects related to primary production, processing, manufacturing, services, and social development projects (A415). The federal government has announced a \$4 billion Western Development Fund, of which \$2 billion will be spent on major economic development measures in the west.

The viability of small and medium-sized businesses in Newfoundland and Labrador is being improved through the Newfoundland and Labrador Development Corporation (A417), financed by the federal and provincial governments. Its activities include loan financing for business establishment, expansion or modernization, equity financing, management advisory services, and other related assistance.

In Cape Breton, the federal government operates the Cape Breton Development Corporation (DEVCO) to assist the development

of industry on Cape Breton Island, provide employment outside the coal-producing industry, and contribute to the rehabilitation and modernization of mines in the Sydney coal field. Any enterprise that can produce permanent employment and earnings may be eligible for assistance (A416).

The Atlantic Region will also benefit from measures announced in the national energy program. These include the Atlantic Capital Retrofit Program (A307), Utility Off Oil Fund (A308) and the Coal Utilization Technology Program (A514). A federal subsidiary agreement on energy conservation has been signed with Nova Scotia consisting of two programs on energy systems and energy opportunities (A403).

Finally, companies in the Atlantic Region may consult the Physical Distribution Advisory Service (B106), which assists shippers in the Atlantic Region by providing information relating to freight transportation, warehousing, inventory control, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging.

INCENTIVE PROGRAMS IN THE TERRITORIES

In Northern Canada, the Yukon and Northwest Territorial governments have various financial assistance programs in effect (A103-104). The Northwest Territories' Department of Economic Development and Tourism administers a number of financial assistance programs (A113) directed towards business, with special emphasis given to businesses owned and/or operated by the Territories' original peoples. Capital grants, management assistance and training grants are provided for the development and operation of tourist accommodation. Other industrial assistance is provided to resident businesses through interim financing, seed capital, and funds to complement development loans.

Roadbuilding assistance is provided through the Northern Resource Roads Program (A811), a cost-sharing arrangement for the construction of initial or permanent access roads in the Yukon and Northwest Territories. Any industry that will add to the growth and development of the Territories may be eligible for road-building assistance.

For qualified and licensed prospectors in the north, the Prospectors' Assistance Program (A617) provides grants to encourage the search for minerals in the Yukon and Northwest Territories. Prospectors and commercial enterprises are also well served by the Exploration and Mining Services (B321) of the Department of Indian Affairs and Northern Development, which provides geological information and advisory services for the mineral industry.

Other assistance programs in the Yukon and Northwest Territories include the Regional Development Incentives Program and those available under the Special ARDA Agreements, and the federal-territorial subsidiary agreements (A400 series).

SUMMARY: ASSISTANCE TO SPECIFIC REGIONS

Program or Service	Purpose	Form of Assistance	Catalogue Number
DIRECT INCENTIVES FOR INVESTMENT AND EMPLOYMENT			
Regional Development Incentives Program (RDIA)	Encourages firms to locate, modernize or expand in designated slow-growth regions	Grants and loan guarantees based on capital and salary costs, rates vary according to area	A401
Investment Tax Credit	Credit against federal income taxes for investment in qualifying assets	Tax credit varies according to region, with extra credits available for research and development. Up to 50 per cent in certain areas	C101
PROVINCE-SPECIFIC PROGRAMS			
Federal-Provincial Development Agreements	Encourage economic development through joint federal-provincial subsidiary agreements; establish various business assistance programs	Assistance varies widely by province, line of business, and program	A400 series
Prairie Farm Rehabilitation Act (PFRA)	Combats drought and soil drifting through improved systems of farm practice, tree culture, water supply land utilization	A wide range of assistance available	B306
Special Rural Development Agreements (Special ARDA)	Encourage rural economic development primarily for the benefit of rural residents of Native ancestry; applies to broad range of activities	Grants and other direct financial assistance	A415

Newfoundland and Labrador Development Corporation (NLDC)	Improves viability of small and medium-sized businesses in Newfoundland and Labrador	Loans and equity financing, management advisory services, other related assistance	A417
Cape Breton Development Corporation (DEVCO)	Promotes development of industry on Cape Breton Island; assists development of employment outside coal industry; rehabilitation and modernization of coal fields	Provides financial assistance	A416
Physical Distribution Advisory Service (PDAS)	Technical advice to firms in the Atlantic Region on matters relating to product marketing and distribution	Advisory services	B106
Atlantic Capital Retrofit	Assistance in financing energy conservation investments	Over \$45 million in grants over a five-year period to firms in Atlantic Canada	A307
Utility Off Oil Fund	Reduced oil use in production of electricity in Atlantic Canada	\$175 million in grants over four years to finance costs of conversion; grants cover up to 75 per cent of cost	A308
Coal Utilization Technology Program	To increase the contribution of coal to Atlantic Canada's energy supply	Over \$50 million to support development and commercialization of coal processes	A514
Subsidiary Agreement — Energy Conservation, N.S.	Industrial retrofitting program to increase energy efficiency	Grants of up to \$150,000 per site, \$500,000 per company	A403

Program or Service	Purpose	Form of Assistance	Catalogue Number
INCENTIVE PROGRAMS IN THE TERRITORIES			
Small-Business Loan Funds	Provide term loans in Yukon, Northwest Territories when not otherwise available	Loans	A103 A104
NWT Financial Assistance Program	Provides financial assistance to various types of business, especially those businesses owned and/or operated by the Territories' original peoples	Grants, loans, interim financing	A113
Northern Resources Roads Program	Construction of access roads to resources	Cost-sharing	A811
Prospectors Assistance Program	Encourages search for minerals in the Territories	Grants	A617
Exploration and Mining Services — Yukon and Northwest Territories	Assists the northern mineral industry through geological information and advisory services	Various types of information provided	B321

9

ASSISTANCE TO SMALL BUSINESSES

If you are running a small business, you play a very important part in Canada's economic life. Over 20 per cent of all goods and services generated in this country are produced by small businesses. In recognition of the vital importance of the Canadian small-business sector, several measures have been developed that apply mainly or wholly to small and medium-sized business. Small business owners or managers may find out about these through the Business Information Centres, by calling the toll-free long-distance number Zenith 0-3200.

The special concerns of small businesses are looked after by the Ministry of State for Small Businesses. The Ministry is supported by the Department of Industry, Trade and Commerce's Small Business Secretariat, which provides general information and help with the individual problems small businesses face in connection with government regulations, paperburden and red tape. Write to the Small Business Secretariat, Department of Industry, Trade and Commerce, 235 Queen Street, Ottawa Ontario K1A 0H5. Or call, collect, (613) 995-9197.

Federal assistance to small business is highly diverse, reflecting the range of needs and decisions facing individual businesses, and includes:

Financing and Related Assistance — providing assistance for your financing problems through loans, loan guarantees, forgivable loans, and grants.

Taxation Relief — aiding small business through numerous provisions in the tax system (income tax, customs, sales and excise taxes).

Manpower Assistance — helping you attract and keep the kind of manpower your firm needs to prosper.

Management Improvement and Consultation — providing you with assistance in the form of experienced counsel and advice on how to run your business better.

Other Activities — explaining government procurement, R&D and product design.

Much of this assistance to small business is delivered locally, through the regional offices of federal departments and agencies. Addresses and telephone numbers are listed in Part D of the catalogue.

FINANCING AND RELATED ASSISTANCE

One of the constant problems of small business, especially in the start-up and expansion phases, is obtaining adequate financing at reasonable interest rates.

Loans are often difficult to secure, especially if your collateral or initial equity is low. To help you, the federal government will guarantee loans under the Small-Business Loans Program (A102). You negotiate these loans with your own commercial banks or other private-sector institutions. With this federal guarantee, lenders are encouraged to make funds available at an interest rate of prime-plus-one to small businesses they might otherwise consider too risky to deal with. These loans can be for equipment, premises or land. If farming or fishing is your business, the Farm Improvement Loans (A201) and Fisheries Improvement Loans (A206) programs also provide loan guarantees.

A popular source of small-business financing assistance is the Federal Business Development Bank (A101). This extends financial assistance to new or existing businesses, with a focus on those of small or medium size, when they cannot find other sources of financing under reasonable terms and conditions. Financing is available by means of loans, loan guarantees, equity financing, or any combination of these methods, depending on the needs of the business.

Financial and other assistance is also available through the Enterprise Development Program (A302), which helps smaller and medium-sized manufacturing and processing companies become more viable and internationally competitive. The program is designed to help eligible firms undertake relatively high-risk innovative or adjustment projects that can be expected to yield attractive rates of return on the total investment. The program provides access to financing that will enable operations to be adjusted to changing circumstances.

For businesses run by or primarily for the benefit of Eskimos and Indians, there are two similar programs, the Indian Economic Development Fund (A105) and the Eskimo Loan Fund (A106). Similarly, financial aid programs in the Yukon and Northwest Territories provide loans to small enterprises in the North (A103-104). Small and medium-sized enterprises on Cape Breton Island and in Newfoundland and Labrador can apply to the Cape Breton Development Corporation (A416) and the Newfoundland and Labrador Development Corporation (A417) respectively.

Funds for small business are also available from the programs set up under federal-provincial regional development subsidiary agreements, discussed in Chapter 8, Assistance to Specific Regions. In

a number of provinces, industrial assistance programs have been established through these agreements. Generally, they provide forgivable loans for the modernization, expansion or establishment of small manufacturing and processing firms. They currently exist in British Columbia (A410), Manitoba (A407), Ontario (A406), and New Brunswick (A404), and under a Comprehensive Development Plan, in P.E.I. (A413). Six provinces and the Yukon also have tourism development programs, which may benefit small enterprises in this line of business, four have agriculture/rural development programs, and three, pulp and paper industry programs (A400 series).

TAXATION RELIEF

General tax measures that could help you are described in Part C of the Catalogue. However, if you operate a small business, you should be aware of particular measures that have been introduced especially to help small firms. Many of these work through the income tax system, while others provide relief from tariffs and sales and excise tax payments.

Income Tax Measures

The most general income tax relief program is the small-business deduction (C105), which reduces the federal tax rate on eligible amounts of active business income to 15 per cent (from the general rate of 36 per cent) for most Canadian-controlled private corporations. Its purpose is to provide additional funds for small-business expansion. There is a further tax reduction on manufacturing and processing profits (C103). Firms in this sector that qualify for the small-business deduction pay federal tax at a rate of 10 per cent, compared to a manufacturing/processing profits tax rate of 30 per cent for large firms.

If you are investing, the Investment Tax Credit (C101) permits you to deduct from your taxes a credit related to expenditures on certain depreciable property. There is also a credit of 25 per cent for research by Canadian-controlled private corporations that qualify for the small business deduction.

Several other measures may particularly benefit the small business. Employee stock options (C205) can compensate key employees without tying-up working capital. For the family business corporation, an intergenerational transfer of shares (C209) can be made without paying capital gains tax immediately (within limits). Finally, there are certain measures that apply to family farms (C210) and to farming and fishing operations (C211-212). You might also qualify for assistance through a Small-Business Development Bond, which you negotiate with your bank or other lender. Because of the way your interest payments are treated for income tax purposes, the interest rate that will be charged to you is much below prevailing rates (C214).

Customs, Sales and Excise Tax Measures

Special relief from federal sales tax (C301) is provided to small-scale manufacturers and producers with less than \$50,000 sales' worth of taxable goods. In addition, a reduced paperwork requirement for small business is now in effect due to a new flexibility in the frequency of filing federal sales and excise tax returns. If you qualify, you will now file returns semi-annually or quarterly, rather than monthly. Approximately one-half of Canada's small manufacturing businesses are eligible to benefit from this system.

The federal government will also permit small manufacturers to purchase or import production machinery they use to manufacture their goods, without payment of tax or duty (C301).

MANPOWER ASSISTANCE

The Canada Employment and Immigration Commission provides a wide range of services designed to assist businesses in the recruitment and upgrading of staff. Many of these are useful to small firms — a large percentage of the participants in the Canada Manpower Industrial Training Program (A702) are businesses of fewer than 15 employees. The Program for the Employment Disadvantaged provides employers with a subsidy of up to \$10,000 for each employee hired under this program. Employment disadvantaged people are those who have had particular difficulty in finding and keeping employment and disabled or handicapped persons. Other grants besides the contribution to wages are paid under this program (A707).

MANAGEMENT IMPROVEMENT AND CONSULTATION

In addition to ITC's Small Business Secretariat, a major source of information and assistance for managers of small business is the Federal Business Development Bank (FBDB). Besides offering loans and other forms of financing assistance, FBDB provides other services. Its Small-Business Information Service (B411) is both an enquiry and referral service for government and other assistance programs. Callers can obtain up-to-date information on these programs, and are referred to appropriate representatives. The FBDB also holds information sessions to which business persons are invited to learn about various assistance programs, and publishes pamphlets on business management, such as the quarterly news bulletin *Small Business News*.

Management training for small business is provided by the FBDB, through courses, seminars, management clinics and other meetings for the promotion of good management practices. The most popular are one-day seminars held in smaller centres across the country, covering subjects like taxation, cash flow, marketing, cost controls, and bookkeeping (B413).

Counselling Assistance to Small Enterprise (CASE) program is the FBDB's management counselling service in which retired businessmen act as counsellors to assist owners and managers of business

enterprises, particularly those of smaller size, to improve their methods of doing business. There is only a nominal daily charge for each counsellor assigned (B414, D9).

Many other federal programs offer assistance to small business. The Canadian Native Program (B409) provides advisory services to Native clients. Advisers are retired businessmen who provide their expertise on a voluntary basis. The government also supports the establishment of local Business Councils (A819), which are composed of volunteers from large companies who lend their expertise to small and medium-sized businesses in their area; productivity improvement receives special emphasis.

Assistance with product design is provided through the programs of Design Canada (A804). These programs, aimed primarily at the small and medium-sized business, encourage better Canadian design and product development through financial incentives, management training, technical advisory assistance, information seminars, and encouragement of the design professions. These can be of particular benefit if your business is too small to hire staff for this purpose.

OTHER ACTIVITIES

Besides the measures mentioned above, to which you have direct access, the federal government has taken other important initiatives of interest to small business:

To encourage even more sub-contracting to small firms by large companies receiving federal contracts, the Department of Supply and Services has established the Canadian Business Sub-Contracting Opportunities Program, which requires major suppliers to appoint a coordinating officer for all sub-contracts to small businesses. Companies bidding on government contracts will be requested to include in their tenders a plan to sub-contract to small businesses (B115).

The Business Opportunities Sourcing System (BOSS) is a readily accessible computer-based product-information bank that permits domestic and foreign buyers to identify Canadian sources of supply. This particularly assists small and medium-sized businesses to market their products (B108.)

If you are unable to fund your own research and development facilities, you may be able to contract with various research institutes that have been established with federal seed money. Currently, there are a number of industrial research institutes and similar facilities (B203, D13). Salary support for research is available through a variety of federal programs (A502 and 507).

SUMMARY: ASSISTANCE TO SMALL BUSINESS

Program or Service	Purpose	Form of Assistance	Catalogue Number
FINANCING AND RELATED ASSISTANCE			
Small-Business Loans	Assist small business in arranging loans necessary to purchase equipment, premises or land	Guarantee loans with commercial lenders, interest is prime rate plus one percentage point	A102
Farm Improvement Loans; Fisheries Improvement Loans	Assist persons/firms in these businesses to raise loans necessary to purchase equipment, premises or land	Guarantee loans with commercial lenders, interest is prime rate plus one percentage point	A201 A206
Federal Business Development Bank (FBDB); Financial Assistance	Provides financial assistance to firms unable to raise private capital at reasonable rates	Loans, loan guarantees, equity financing, available in combinations as needed	A101
Enterprise Development Program	Assists with high risk business adjustment and product/process innovation	Loans, loan guarantees, and grants (of up to 75 per cent for small businesses) as required in particular circumstances	A302
Indian Economic Development Fund; Eskimo Loan Fund	Assistance for businesses run by or primarily for the benefit of Indians and Eskimos	Loans	A105 A106
Business Funds, NWT and Yukon	Assistance to small enterprises	Loans	A103 A104
Cape Breton Development Corporation (DEVCO)	Promotes industrial development on Cape Breton Island	Financing assistance	A416

Newfoundland and Labrador Development Corporation (NLDC)	Improves viability of small and medium-sized business in Newfoundland and Labrador	Financing assistance and advisory services	A417
Federal-Provincial Development Agreements	Establish programs to assist development of small enterprises	Form and conditions of assistance vary by program; programs currently exist in all provinces and territories	A400 series
TAXATION RELIEF			
Income Tax Measures			
Small-Business Deduction	Provides additional funds to Canadian small business through lower tax rate	Reduces federal tax rate to 15 per cent on eligible profits	C105
Tax Reduction on Manufacturing Profits	Lowers taxes payable by small manufacturing/processing firms	Reduces federal tax rate to 10 per cent on eligible profits	C103
Investment Tax Credit	Encourages investment by providing a tax credit based on the costs of acquiring certain productive assets	Extra credits available for research by small corporations	C101
Employee Stock Options	Provides a mechanism for compensating employees without using working capital	Reduced tax on employee's eventual gains	C205
Transfer of Shares of Family Business Corporation	Permits deferral of tax on inter-generational transfer of family business	Deferral of tax	C209
Small-Business Development Bond	Lowers cost of small-business financing	Reduced interest rate on loans	C214

Program or Service	Purpose	Form of Assistance	Catalogue Number
Customs and Excise Measures Relief from Federal Sales Tax	Eliminates federal sales tax payable by small-scale manufacturers and producers	No federal sales tax payable	C301
Duty Exemptions	Reduces machinery costs of small-scale manufacturers	Permits purchase or import of production machinery without payment of tax or duty	C301
MANPOWER ASSISTANCE Canada Manpower Industrial Training Program	Develops worker skills through on-the-job training	Up to 85 per cent of trainee wages, and up to 100 per cent of associated training costs	A702
Program for the Employment Disadvantaged	To help the handicapped and disadvantaged find work in the private sector	Subsidies to employers of up to 85 per cent of wages up to \$10,000 per job; other subsidies available	A707
MANAGEMENT IMPROVEMENT AND CONSULTATION Small-Business Information Service	Enquiry and referral service on government programs for business; also provides information sessions and publications on small business	Local FBDB offices provide this service	B411
Management Training	Upgrades managerial capability of small business	Courses, seminars, meetings	B413
Counselling Assistance to Small Business (CASE)	Assists in improving small firms' business methods	Counselling from retired businessmen	B414

Canadian Native Program	Advisory service for Native clients	Counselling from retired businessmen	B409
Design Canada	Encourages better Canadian design and product development	Financial incentives, management training, technical advisory assistance, seminars, encouragement of design professions	A804
Business Councils	Provide advice from large companies to local small business, especially on productivity improvement	Consultation provided with shared-cost government financing, and fees from users	A819
OTHER ACTIVITIES			
Small-Business and Government Procurement	Directs more government procurement towards small business	DSS manages contracting system and maintains list of potential contractors	B114
Canadian Business Sub-Contracting Opportunities	To allow small business to benefit from multi-million dollar government contracts	Prime contractors are required to maintain supply liaison with small businesses; information published by DSS	B115
Business Opportunities Sourcing System (BOSS)	Computerized information on Canadian businesses	Used to compile business directories, catalogues etc., promote Canadian business	B108
Research Institutes	Provide high-quality research capability in particular fields, available to industry	Cost-recovery contract between firm and institute	B203
Industrial Research Fellowships and Awards	Enable companies to hire senior research personnel	Pay salary costs	A502

Program or Service	Purpose	Form of Assistance	Catalogue Number
New Technology Employment Program	Subsidizes the hiring of qualified post-secondary graduates for technologically innovative work in manufacturing, product development, small-scale energy conservation and alternative energy technology	Subsidy up to 75 per cent of wages to a maximum of \$290 per week per job. Limit per employer: \$150,000	A507
Industrial Research Assistance Program (IRAP)	Aids industrial research in Canada and finances projects with high technological and economic pay off. IRAP supports in-house projects, and projects for smaller companies undertaken in research organizations	Pays salaries, involving about 50 per cent of research project costs	A503

CATALOGUE OF FEDERAL PROGRAMS, SERVICES AND TAXATION MEASURES TO ASSIST BUSINESS IN CANADA

Some business assistance programs have recently been consolidated with others. A list of these consolidations is included at the end of the catalogue.

PART A FINANCIAL ASSISTANCE PROGRAMS

A100 SERIES: BUSINESS FINANCING — MANUFACTURING, PROCESSING AND SERVICE INDUSTRIES

A101 FEDERAL BUSINESS DEVELOPMENT BANK

The Federal Business Development Bank (FBDB) is a Crown corporation that assists the creation and growth of business enterprises across Canada by providing them with financial and management services. It supplements such services available from others and gives particular attention to the needs of smaller enterprises. The FBDB extends financial assistance to almost every type of new or existing Canadian business that does not have other sources of financing available to it on reasonable terms and conditions.

Benefits

The FBDB provides loans, loan guarantees, interim financing, equity financing, or any combination of these in whatever manner best suits the particular needs of the business. Where loans are involved they are made at interest rates in line with those generally available to business. Security is usually a first charge on fixed assets.

Where equity is involved, the FBDB normally takes a minority interest and is prepared to have its investment repurchased on suitable terms. It will consider equity financing at various stages in a company's development, for various purposes, such as start-up of a new company, product development, increased production capacity, etc.

Most customers of the Bank use the funds to acquire land, building or equipment. The Bank assists in establishing new businesses and considers other needs of businesses on the basis of their credit-worthiness.

In the fiscal year 1980, the Bank approved 16,571 loans for a total of \$866,432,000.

Who May Apply

A business may be eligible for FBDB financing if the amount and character of the investment in the business ensures a continuing commitment to the business, it has an excellent chance of success, and it does not have other sources of financing available at reasonable conditions.

Inquiries

Any of FBDB's 110 offices across Canada (D9) or

Public Affairs Department,
Federal Business Development Bank,
Box 6021, Montreal H3C 3C3

A 102 SMALL-BUSINESS LOANS

Under the provisions of the Small Business Loans Act, all chartered banks, Alberta Treasury branches and other approved lenders such as credit unions, caisses populaires, trust companies, etc., are authorized to make guaranteed loans to small business enterprises for the purchase or modernization of equipment or premises, and for the purchase of land.

Benefits

Loans are provided for the purchase of fixed or movable equipment, including the cost of installation, and the renovation, improvement or modernization of equipment where this is appropriate; the purchase or construction of new premises or the improvement or modernization of existing premises in which the business is carried on or about to be carried on; and the purchase of land for the operation of a business, including the purchase of buildings thereon.

Refinancing of existing debts or working capital requirements are not eligible for financing.

Loans can be used to finance up to: 80 per cent of the cost of fixed or movable equipment, including installation; and 90 per cent of the cost of the purchase or construction of new premises, the purchase of land, or the renovation or improvement of existing premises.

The rate of interest is set at 1 per cent over the prime lending rates of the chartered banks and fluctuates (higher or lower) with changes in the prime lending rate for the duration of the loan.

Loans may be made up to a maximum of \$100,000 outstanding at any one time.

In 1979-80 the government guaranteed over \$258 million in small business loans.

Who May Apply

Small business enterprises in manufacturing, the wholesale or retail trade, service businesses, construction, transportation and communications whose gross revenues do not exceed \$1.5 million during the fiscal period in which the application is made.

Inquiries

Any approved lender or

Small Business Loans Administration,
Department of Industry, Trade and Commerce,
235 Queen Street,
Ottawa K1A 0H5

A103 NORTHERN TERRITORIES

The Yukon and Northwest Territories' governments, which receive operational grants from the federal government, have various business assistance programs in effect.

Inquiries

Office of the Commissioner,
Government of the Yukon, Whitehorse, Y.T. Y1A 2C6 or

Office of the Commissioner,
Government of the Northwest Territories,
Yellowknife, N.W.T. X1A 2L9

**A104 SMALL-BUSINESS LOAN FUND
(NORTHWEST TERRITORIES)**

The Government of the Northwest Territories administers the Small Business Loan Fund (NWT) to provide term loans and guarantees to business enterprises in the Northwest Territories where the required credit or other financial assistance is not available from other sources on reasonable terms and conditions.

Benefits

Term loans ranging from \$2,500 to a maximum of \$100,000 are repayable in some cases up to 15 years. Interest rates are "tied" to Federal Business Development Bank rates. Loans can be used to acquire land, buildings and equipment, as well as inventory.

Who May Apply

Eligible businesses in the Northwest Territories whose gross revenues do not exceed \$1 million per year. This program supplements the Indian Economic Development Fund (A105) and Eskimo Loan Fund (A106) and is intended primarily for the use of Métis.

Inquiries

Government of the Northwest Territories,
Yellowknife, N.W.T. 0XE 1H0

A105 INDIAN ECONOMIC DEVELOPMENT FUND

The Indian Economic Development Fund is designed to provide support and funding for projects that will contribute to the economic development of Indian communities and individuals.

Benefits

Financial support is provided through direct loans, loan guarantees and contributions. The Direct Loan Program is a revolving fund with an authorized limit of \$70 million, while the Loan Guarantee Program, a claim fund to cover defaults, has an authorized limit of \$30 million. Loan guarantees may cover all or only part of a loan from conventional private-sector lenders. Contributions totalling approximately \$35 million per year are provided to projects for equity or developmental financing. In addition to these funding resources, the Indian Economic Development Program provides a variety of activities, including technical services, planning support and training programs.

Who May Apply

Any individual, corporation, partnership or Indian band whose activities contribute or may contribute to the economic development of Indians.

Inquiries

Department of Indian Affairs and Northern Development
Ottawa K1A 0H4

A106 ESKIMO LOAN FUND AND ASSOCIATED FINANCIAL ASSISTANCE PROGRAMS

The Eskimo Loan Fund and its associated financial assistance programs provide guarantees, loans, and contributions for commercial enterprises operated by Inuit or Inuit-controlled organizations.

Benefits

Loans or bank loan guarantees may be made for:

- the establishment of commercial businesses such as sole proprietorships, registered or unregistered partnerships, corporations, cooperatives or cooperative federations, credit unions or caisses populaires;

- the provision of additional working capital to existing businesses;

- the construction, purchase, reconditioning or repair of commercially owned buildings whose primary use is for business purposes;

- the construction, purchase, repair or reconditioning of vessels (including canoes and small boats) whose primary use will be commercial, and ancillary facilities including docks, boat cradles and boat houses;

- the purchase or repair of vehicles and aircraft to be used in any gainful occupation;

- the purchase, repair or reconditioning of engines, machinery, tools, equipment, materials and stock-in-trade to be used in any gainful occupation;

the purchase of furniture, furnishings and fixtures intended for use in a commercial building.

Grants may be made to help such basic needs as provision of infrastructure, economic planning, feasibility study, appraisals, legal fees, provision of support services and start-up costs. Applicants are expected to make an equitable contribution.

Who May Apply

Eskimos, Eskimo cooperatives, companies, etc.

Inquiries

For applicants in the NWT: nearest NWT economic development officer (D14).

For applicants in Labrador:

Indian Affairs and Northern Development,
PO Box 160,
Amherst, N.S. B4H 3Z3.

For applicants elsewhere:

Department of Indian Affairs and Northern Development,
1141 Route de l'Eglise, PO Box 8300,
Ste-Foy, Quebec, Quebec G1V 4C7..

For general information:

Loan Fund and Administration Section,
Northern Coordination and Social Development Branch,
Department of Indian Affairs and Northern Development,
Ottawa K1A 0H4

A107 EXPORT FINANCING — EXPORT DEVELOPMENT CORPORATION

The Export Development Corporation (EDC) makes long-term loans and loan guarantees to foreign borrowers to finance and expand Canadian goods and services exports. Emphasis is placed on the quality of Canadian content, the type and number of Canadian jobs sustained or created, the impact on subcontractors, and the effect and possibility of participation by small and medium-sized Canadian businesses. The EDC strives to achieve the greatest benefit to Canada per dollar of Corporation funds.

Benefits

The EDC provides long-term loans to foreign borrowers, either by separate loan agreements or by confirmed lines of credit, and guarantees loans made to foreign borrowers to finance the purchase of Canadian exports of capital equipment and services. It cooperates with banks and other financial institutions to ensure that maximum financial support can be channeled toward the Canadian export trade.

At December 31, 1979, the total amount of agreements signed since the inception of the program in 1961 was over \$9.3 billion. Loans ranging from less than \$0.1 million to \$1,003.3 million, excluding lines of credit, have been made to borrowers in 85 countries.

Who May Apply

Canadian exporters normally submit loan applications on behalf of foreign borrowers, but foreign borrowers may make direct applications.

Inquiries

Export Development Corporation regional offices (D7) or

Export Development Corporation,
Box 655, Ottawa K1A 5T9

A108 INSURANCE AND GUARANTEES — EXPORT DEVELOPMENT CORPORATION

The Export Development Corporation (EDC) assists in expanding Canada's export trade by insuring export transactions against various political and commercial risks of loss, excluding risks normally covered by commercial insurers, and by providing guarantees and other credit facilities.

Benefits

The EDC offers insurance to Canadian businesses with respect to losses incurred under export transactions. Generally the risks insured are non-payment arising from insolvency of the buyer, currency transfer and conversion restrictions, war and other like disturbances, the incurring of certain costs due to interruption or diversion of voyages outside North America, export controls, and other causes occurring outside Canada and preventing performance of the export contract. EDC insurance does not normally provide coverage where there is an unresolved dispute existing between the exporter and buyer relating to the export contract, nor where the loss is due to the fault of, or is avoidable by, the exporter. Subject to suitable conditions, EDC generally assumes 90 per cent of the risk and the policyholder 10 per cent.

Global policies are issued to exporters of general commodities whereby insurance coverage is provided for their export businesses during the succeeding 12 months. In the case of sales or leases of capital goods or contracts providing services and technology to foreign buyers, specific transaction policies may be issued to cover individual transactions.

Where export insurance is involved, EDC will agree to pay any proceeds payable under an exporter's policy to a bank or other financial organization providing financing in respect of the sale. The corporation also issues guarantees to banks making export loans or issuing performance and bid securities. In addition, in order to assist smaller capital goods exports requiring medium-term credit, EDC is prepared to discount promissory notes, written in a form approved by EDC, received by Canadian exporters from their foreign customers. This facility is available where competitive conditions make it impossible to conclude the transaction with normal bank financing.

The total declared value of exports for which EDC issued insurance and related guarantees in 1979 was \$1,600.2 million.

Who May Apply

Any Canadian businessman operating a business in Canada and exporting or wishing to export goods or services from Canada.

Inquiries

Export Development Corporation regional offices (D7) or

Export Development Corporation,
Box 655, Ottawa K1P 5T9

**A109 FOREIGN INVESTMENT INSURANCE — EXPORT
DEVELOPMENT CORPORATION**

The Export Development Corporation insures Canadian investors against certain risks of loss of their investments abroad. Joint venture participation with nationals of the host country is encouraged. The program is designed to place Canadian investors in positions of competitive equality with nationals of other countries that have similar schemes, and thus help maintain or enhance Canada's trade position.

Benefits

Contracts of foreign investment insurance may be issued only in respect of new investments in a foreign country that will provide economic advantages to Canada or contribute to the economic growth and development of the country in which it is made. The program covers virtually all forms of foreign investment including investments made through a related company based in Canada, the host country or a third country. EDC foreign investment insurance covers three broad risks: insurrection, revolution or war; expropriation; and inconvertibility or inability to repatriate earnings or capital. The period of coverage is restricted to a maximum of 15 years. The investor is required to assume some of the risk, and contracts do not cover risks that can be and normally are insured with commercial insurers. The value of insured investments outstanding at December 31, 1979, was \$186.5 million.

Who May Apply

Any person or other legal entity carrying on business or other activities in Canada.

Inquiries

Export Development Corporation regional offices (D7) or

Export Development Corporation,
Box 655, Ottawa K1P 5T9

**A110 PERFORMANCE-RELATED INSURANCE AND GUARANTEES
— EXPORT DEVELOPMENT CORPORATION**

The Export Development Corporation provides a comprehensive program of performance-related insurance and guarantees to help make Canadian exporters more competitive in bidding for contracts abroad.

Benefits

Performance-related insurance and guarantees are provided to cover advance payments, progress payments and performance and completion provisions in commercial contracts to complement EDC's existing financing, insurance and guarantee facilities.

Who May Apply

Any person, corporation or other legal entity carrying on business or other activities in Canada.

Inquiries

Export Development Corporation regional offices (D7) or

Export Development Corporation,
Box 655, Ottawa K1P 5T9

A111 RESIDENTIAL REHABILITATION ASSISTANCE PROGRAM

This program assists in the improvement and repair of substandard dwellings.

Benefits

Home owners may receive loans from the federal government of up to \$10,000 and, depending on the cost of repairs and income, up to \$3,750 of the loan may be forgiven. Landlords may receive loans from private lenders for residential property rehabilitation. They are also eligible for CMHC forgivable loans for 50 per cent of the cost of repairs up to a maximum of \$2,500 per dwelling unit.

Who May Apply

Owners of substandard housing, including rental entrepreneurs and individuals.

Inquiries

Canada Mortgage and Housing Corporation,
Ottawa K1A 0P7

A112 HOUSING LOANS — CANADA MORTGAGE AND HOUSING CORPORATION

Assistance is provided by the Canada Mortgage and Housing Corporation to finance house-building, acquisition and renovation on reasonable terms and conditions.

Benefits

Insured Loans: Under the National Housing Act, financing for the acquisition, renovation or construction of housing is available to builders of housing for sale, renovation firms, investors in rental housing developments, individuals wishing to purchase new or existing houses or build their own homes, and non-profit and cooperative housing organizations. These loans are made by approved lending institutions (chartered banks, trust and loan companies, life insurance companies, credit unions and caisses populaires) and insured by CMHC against loss by default.

Direct Loans: Under the National Housing Act, CMHC may make direct loans for the construction, purchase or renovation of homes for native people in rural areas. Direct loans are also available to owner-occupants of homes in any area eligible for residential rehabilitation assistance. On a lender-of-last-resort basis, direct loans may also be made to individuals, builders, and non-profit and cooperative organizations to finance housing projects in areas where approved lenders are inactive.

Who May Apply

Builders involved in construction or renovation of housing for sale, investors in rental housing units and buyers, including cooperatives and non-profit organizations.

Inquiries

Canada Mortgage and Housing Corporation,
Ottawa K1A 0P7

A113 NWT FINANCIAL ASSISTANCE PROGRAMS

The Government of the Northwest Territories administers a number of financial assistance programs to promote the development of economic activity and the creation of jobs in the Northwest Territories by assisting business operations and related activities. Special emphasis is given to businesses owned and/or operated by the Territories' original peoples.

Benefits

Tourist accommodation grants assist in the development and operation of tourist accommodation in remote communities through capital grants, management assistance and training grants. Other assistance to industry provides immediate interim financing to resident business enterprises, and seed capital and funds to complement development loans. Special ARDA cash grants are given for projects that provide jobs and improve incomes and opportunities for people of Indian and Inuit ancestry.

Who May Apply

Northwest Territories residents and businesses planning to establish or expand operations in the area.

Inquiries

Government of the Northwest Territories,
Yellowknife, N.W.T., 0XE 1H0

A114 CANERTECH

The federal government has established a new Canadian Crown corporation, Canertech, which will be concerned with the marketing and manufacturing of conservation and renewable energy technologies. Funding of \$20 million is already in place for this corporation, which will be established initially as a subsidiary of Petro-Canada.

Benefits

Canertech assists Canadian businesses engaged in this field by undertaking initiatives such as joint ventures and equity investments, and in commercialization and marketing. It may also enter into shared ventures with energy corporations established by provincial governments, or undertake commercial production independently.

Who May Apply

Firms with interests in conservation and renewable technology.

Inquiries

Canertech, c/o Petro-Canada,
350 Sparks Street, Suite 306,
Ottawa, Ontario K1R 7S8

A200 SERIES: BUSINESS FINANCING — PRIMARY INDUSTRIES

A201 FARM IMPROVEMENT LOANS

Farm improvement loans, guaranteed by the government, are provided by chartered banks or other approved lenders such as credit unions, caisses populaires and trust companies.

Benefits

Term loans are available to farmers for the purchase of agricultural implements, livestock and additional land, repairs to farm buildings, and other projects for farm improvement and development. Repayment terms are up to 15 years for additional land and up to 10 years for other purposes. Loans to refinance existing debts or to provide working capital are not eligible. The applicant must provide a reasonable portion of the cost of the purchase or project from his own resources, and an overall maximum of \$100,000 may be outstanding to any farmer at any one time. Loans of \$263 million were made in 1979.

Who May Apply

Farmers.

Inquiries

Any approved lender or

Farm Development Division,
Regional Development and International Affairs Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A202 FARM MORTGAGE LOANS — FARM CREDIT CORPORATION

Through the use of long-term mortgage credit the Farm Credit Corporation assists farmers, and those wishing to become farmers, to establish profitable farm businesses.

Benefits

Loans are provided to purchase farm land, breeding stock and farm equipment, to make permanent improvements, to pay debts, or for any purpose that will facilitate the efficient operation of a farm. Loans may be made to farmers individually or jointly and to farming corporations or cooperatives. Maximum loan to a single farm business is \$200,000 when there is one qualifying applicant and \$400,000 when there is more than one qualifying applicant.

Standard Farm Loans: Applicants must be principally occupied in farming or about to become full-time farmers at the time of the loan.

Beginning Farmer Loans: Persons under 35 years of age may retain off-farm employment while developing an economic farm business, provided that farming becomes their principal occupation within five years.

\$466.7 million in new loans and \$161.8 million in renewals were negotiated in 1979-80.

Who May Apply

Farmers and prospective farm purchasers.

Inquiries

Farm Credit Corporation,
PO Box 2314, Postal Station D,
Ottawa K1P 6J9 (613) 996-6606

A203 FARM SYNDICATE LOANS

The Farm Credit Corporation's farm syndicate loan assistance enables farm owners to improve the efficiency of their operations through the collective use of buildings, machinery and equipment.

Benefits

Groups of farmers who have signed agreements for the joint purchase and use of machinery, buildings or installed equipment, may borrow up to 80 per cent of the costs to a maximum of \$15,000 per member or \$100,000 per group, whichever is the lesser. Loans are repayable over periods not exceeding 15 years for buildings and installed equipment and seven years for mobile machinery. The interest rate is based on the cost of funds to the Farm Credit Corporation and its expenses in servicing loans. The Corporation provides assistance to farmers in the preparation of simple and workable agreements. Loans totalling \$4.7 million were made in 1979-80.

Who May Apply

Groups of three or more farmers.

Inquiries

Farm Credit Corporation,
PO Box 2314, Postal Station D,
Ottawa K1P 6J9 (613) 996-6606

A204 CROP INSURANCE

The Crop Insurance Act assists provinces in making all-risk crop insurance available to Canadian farmers through federal-provincial shared-cost agreements.

Benefits

Farmers may protect their investments in the production of crops by insuring against losses caused by such perils as hail, drought, wind, tornado, frost and plant disease. The federal government contributes either 50 per cent of the calculated premium costs with the province paying all administrative costs, or 25 per cent of the premium costs plus 25 per cent of the administrative costs with the province paying a like amount. Federal contributions in 1979-80 amounted to \$79.1 million.

Who May Apply

Operators of commercial farms.

Inquiries

Provincial departments of agriculture or

Crop Insurance Division,
Farm Income Services Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A205 ADVANCE PAYMENTS FOR CROPS

The federal government provides advance payments for crops to assist the financing of farm operations by providing smoother cash flow to farmers.

Benefits

The Advance Payments for Crops Act applies to all storable crops grown in Canada, except wheat, oats and barley grown in the area covered by the Canadian Wheat Board. It provides eligible producer groups with guaranteed interest-free loans with which to make advance payments to their members. The rate per unit of crop is prescribed by Agriculture Canada after consultations with producer groups. The amount of an advance cannot exceed one-half of the expected market price for the crop in that crop year. Each producer may receive an advance of up to \$15,000 maximum for all crops each year.

The Prairie Grain Advance Payments Act, administered by the Canadian Wheat Board, provides similar cash advances on farm-stored grains to producers in Western Canada for wheat, oats and barley.

Advances can also be made in special cases, (e.g. where grain remains unharvested over the winter). Advances, which are subject to quota acreage restrictions, are repaid by deductions from payment for subsequent deliveries.

Who May Apply

Eligible crop producers.

Inquiries

Advance Payments for Crops Act:

Crop Production Division,
Regional Development and International Affairs Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

Prairie Grain Advance Payments Act:

Canadian Wheat Board,
423 Main Street, Winnipeg,
Manitoba R3C 2P5 (204) 949-3416 or

Department of Industry, Trade and Commerce,
Grain Marketing Office,
Ottawa K1A 0H5 (613) 992-7404

A 206 FISHERIES IMPROVEMENT LOANS

The federal government guarantees term loans made to fishermen by chartered banks and other approved lenders for a wide range of fisheries improvement projects.

Benefits

Loans may be made for the purchase or construction of fishing vessels and equipment; major repair or overhaul of fishing vessels; construction, repair or alteration of buildings required by a primary fishing enterprise; or general works for development or improvement of a primary fishing enterprise.

The maximum amount a borrower may have outstanding at one time is \$150,000. The maximum repayment period is 15 years.

In 1979-80 Fisheries Improvement Loans totalled \$28 million.

Who May Apply

Fishermen, defined as persons who own or plan to obtain a fishing vessel or fish-catching and related equipment, and who make their living by fishing.

Inquiries

Commercial lending agencies or

Fisheries Improvement Loans Administration,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 996-0450

A207 FISHING VESSEL INSURANCE

The Fishing Vessel Insurance Plan provides low-cost insurance for seaworthy fishing vessels.

Benefits

The plan provides total or partial loss coverage of seaworthy fishing vessels based on the appraised value of the hull and machinery. To be eligible vessels must have a value of \$500 or more. The vessel's home port must be in Canada and it must be used in a commercial fishery. Fishermen may opt for less than 100 per cent coverage in order to reduce their premiums. Electronic equipment may also be insured and third party collision liability is available for an additional premium. Actual premium rates depend on the construction, condition, age and equipment of each vessel, the qualifications of the crew, the types of fishing activities in which the vessel engages, its area of operations and other factors related to the anticipated risks.

In 1979-80, 7,716 vessels were insured and claims of over \$3.5 million were paid.

Who May Apply

Vessel owners.

Inquiries

Fishing Vessel Insurance Program,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 996-0848

A300 SERIES: GOVERNMENT GRANTS — INDUSTRIAL DEVELOPMENT PROGRAMS

A301 DEFENCE INDUSTRY PRODUCTIVITY (DIP) PROGRAM

The Defence Industry Productivity Program aids the technological competence of Canadian industries by providing financial assistance to industrial firms for selected projects.

Benefits

Assistance may cover the development of products for export purposes, the acquisition of modern machine tools and other advanced manufacturing equipment to meet exacting military standards, and assistance with pre-production expenses to establish manufacturing sources in Canada for export markets. Approved research and development projects may receive contributions up to 50 per cent of eligible costs. Machinery acquisition and other production costs may receive contributions up to 50 per cent and be eligible for guaranteed loans up to 50 per cent.

In 1980-81 contributions of \$57.9 million and loans of \$13.6 million were made.

Who May Apply

Any Canadian secondary manufacturing company involved in the production of defence products.

Inquiries

Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

A302 ENTERPRISE DEVELOPMENT PROGRAM (EDP)

The objective of the Enterprise Development Program (EDP) is to encourage the growth of the manufacturing and processing sectors of Canadian industry by providing assistance to qualified companies to improve their viability and international competitiveness.

The two major activities supported under the program are the design and development of new or improved products or processes and the adjustment of Canadian industrial and processing capabilities to changing competitive circumstances.

EDP provides assistance to business in three ways:

- insurance of up to 90 per cent in support of term loans made by private lenders to manufacturers and processors to restructure their operations or supplement working capital when normal financing is not available on reasonable terms;

- contributions, normally up to 75 per cent of eligible costs, for research, development and design projects, provided the project represents a significant burden on the company's resources;

contributions, normally up to 75 per cent, to engage consultants for market feasibility studies, productivity enhancement studies, product development and design and pollution technology projects.

Specific types of assistance and support are now available through the Enterprise Development Program for: adjustment purposes, the development of eligible proposals, identification and development of new products, product design, the study of productivity improvement, international trade adjustment, pollution abatement and technology, microelectronics, footwear and tanning industries adjustment and special purposes. A special Electronics Fund has also been provided.

Decisions on proposals made under EDP are judged by the appropriate Enterprise Development Board, made up of experienced managers and executives from the private sector and senior public servants under the chairmanship of prominent business executives. The central Enterprise Development Board is located in Ottawa. Regional boards have been established in each province to make grants or loans under the program to a present maximum of \$200,000 (January 1981) to any company with annual sales of not more than \$5 million.

At the initial stages of the application process, the applicant will be asked to provide a brief description of the proposed project, estimates of costs, proposed financing and recent audited statements. At subsequent stages a more detailed analysis, including projected costs and revenues for the project and for the company will be prepared for submission to the appropriate Enterprise Development Program board.

Who May Apply

Eligibility is generally limited to small and medium-sized businesses engaged in manufacturing or processing operations who are prepared to undertake relatively high-risk projects that promise attractive rates of return and good prospects of success.

Each of the various forms of assistance has certain eligibility criteria, but in general eligibility criteria are that: the applicant must be a manufacturer or processor; the business and the project must be viable; for loans and loan insurance, the company must be unable to obtain alternative financing on reasonable terms or conditions from normal sources of such financing; for grants, the project must represent a significant burden to the company in relation to its resources; and applicants for innovation or design assistance must be incorporated.

Inquiries

Regional offices of the Department of Industry, Trade and Commerce (D4)
or

Programs Branch, 41/A,
Department of Industry, Trade and Commerce,
235 Queen Street, Ottawa K1A 0H5

A303 PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

The Program for Export Market Development encourages Canadian

suppliers of goods and services to enter new export markets or undertake additional export development activities by sharing the costs incurred.

Benefits

The program has seven contribution sections representing a range of activities aimed at the exploitation of export opportunities:

Specific Project Bidding: encourages suppliers of Canadian goods and services to bid on major international projects, such as the design, construction and equipment supply for industrial power plants, hotels, airports and harbour facilities.

Market Identification: encourages identification of new export markets for Canadian goods and services through visits by businessmen to new market areas of interest to investigate and assess chances for effective market penetration.

Participation in Trade Fairs Outside Canada: encourages participation in trade fairs and industrial exhibition where the department does not have a national exhibit.

Incoming Buyers: encourages Canadian firms to invite to Canada, or an approved location abroad, overseas personnel with purchasing influence.

Export Consortium Assistance: improves the export performance of Canadian manufacturers, particularly small and medium-sized firms, by encouraging the formation and use of export consortia to participate in joint approaches to foreign markets.

Sustained Export Market Development: encourages Canadian firms to develop and implement a market penetration plan so that the firm will become physically established in a foreign market on a permanent basis.

Export Markets for Agriculture, Fisheries and Food Products: provides support to organizations undertaking projects to develop and sustain the export of Canadian agricultural, fisheries and food products. Projects may include studies of export markets, feasibility studies and the establishment of Canadian capabilities necessary for the development of export markets.

Financial contributions are made where there is a proven need to share the risk of the above activities. Contributions are repayable on specified terms if export sales are achieved as a result of PEMD assistance. Repayment is not required if sales or contracts are not obtained.

In addition, the Trade Fairs and Missions Service organizes national exhibits at trade fairs abroad, at which Canadian goods are showcased; it manages the exhibits and pays for the design, construction, erection and operation of the shows including the cost of shipping unsold products back to Canada. It organizes outgoing missions, for which project managers are provided, and pays travel costs (including hospitality, interpreters and other related costs). Incoming missions and visitors' travel and living costs are also paid by the department.

Who May Apply

Any Canadian supplier of goods and services interested in developing new export markets. Companies interested in trade fairs and missions should register with the department.

Inquiries

Regional offices of the Department of Industry, Trade and Commerce (D4)
or

International Marketing Policy Group,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 593-6815

A304 INDUSTRIAL COOPERATION ASSISTANCE — DEVELOPING COUNTRIES

The federal government provides assistance to Canadian companies to reduce front-end risk expenses incurred in their investigation of opportunities for industrial cooperation in developing countries.

Benefits

Grants of up to \$10,000 for pre-feasibility studies and up to \$100,000 for viability studies; up to \$250,000 for project preparation studies and up to \$250,000 for transfer of Canadian technology.

Expenditures in 1980-81 will be \$9 million and are expected to increase substantially in 1981-82.

Who May Apply

Any Canadian business whose proposal can be shown to benefit both the target country and Canada.

Inquiries

Industrial Cooperation Division,
Canadian International Development Agency (CIDA),
Hull, Quebec K1A 0G4 (819) 997-7901

A305 SHIPBUILDING ASSISTANCE

The federal government provides assistance to ensure the viability of a Canadian shipbuilding industry.

Benefits

The Shipbuilding Industry Assistance Program (SIAP) provides assistance to established shipbuilders engaged in the building and conversion of ships of specified minimum sizes. (See also A614.) Contributions in 1980-81 were \$75 million.

The federal government has also agreed to provide assistance for major drydock and ship repair facilities at Vancouver, B.C., and Halifax, N.S. Each project is assessed on its ability to make a major contribution to the economy of the area and of Canada. Federal expenditures in 1980-81 are expected to approximate \$25 million.

Who May Apply

Canadian shipbuilders.

Inquiries

Ships and Components Division,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 995-3201

A306 NATIONAL ENERGY AUDIT PROGRAM

This provincially administered program assists industrial and commercial establishments to identify areas of energy waste and plan and implement corrective measures. The federal government provides funds totalling \$40 million over a three-year period (1981-1984), to be applied on the basis of an 80/20 cost-sharing ratio with the provinces.

Benefits

An on-site energy audit; and grants to assist firms that have already had energy audits to plan and implement projects offering significant energy savings. The amount will generally be 90 per cent of the consultant's fee, to a specified limit based on the applicant's total energy bill.

Who May Apply

Industrial and commercial establishments.

Inquiries

Industry Division,
Conservation and Renewable Energy Branch,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A307 ATLANTIC CAPITAL RETROFIT PROGRAM

This program, operating in conjunction with the National Energy Audit Program, provides grants to firms in the Atlantic provinces to help finance their energy conservation investments. The federal government provides funds totalling \$45 million over a five-year period (1981-86).

Benefits

Grants are provided to help finance energy conservation investment. For projects of a longer-term nature, eligible capital costs are subsidized so that the firm's payback period is reduced to three years, provided the grants do not exceed 50 per cent of eligible capital costs.

Who May Apply

Industrial and commercial establishments in the Atlantic provinces, regardless of size, that have a specified minimum annual energy bill.

Inquiries

Conservation and Renewable Energy Branch,
Department of Energy Mines and Resources,
Ottawa K1A 0E4

A308 UTILITY OFF OIL FUND (Atlantic Canada Program)

The Utility Off Oil Fund, established with funding of \$175 million over four years, finances the cost of environmentally acceptable conversions of oil-fired electricity plants to coal.

The basic program objectives are to reduce substantially the amount of oil used to generate electricity in the Atlantic region and, consequently, reduce current and future electricity costs. A priority is to replace existing oil-fired capacity with lower-cost alternatives.

Benefits

Grants up to 75 per cent of the conversion cost are provided.

Who May Apply

Canadian utilities operating in Atlantic Canada.

Inquiries

Conservation and Non-Petroleum Sub-sector,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A309 PROPANE VEHICLE CONVERSION PROGRAM

Assistance is provided to help with the conversion of commercial road vehicles to propane as a motor fuel. The program applies to new propane road vehicles and to the conversion of gasoline or diesel fueled road vehicles to propane or propane/diesel fuel.

Benefits

Grants of up to \$400 per vehicle.

Who May Apply

Businesses using commercial road vehicles.

Inquiries

Conservation and Renewable Energy Branch,
Department of Energy, Mines and Resources,
PO Box 4513,
Ottawa K1S 5K6 (613) 995-9447

A400 SERIES: GOVERNMENT CONTRIBUTIONS — REGIONAL DEVELOPMENT PROGRAMS

A401 INDUSTRIAL INCENTIVES PROGRAM (REGIONAL DEVELOPMENT INCENTIVES ACT — RDIA)

The federal government provides incentives for the establishment, modernization or expansion of manufacturing and certain other facilities which increase or maintain employment in designated regions of Canada.

Benefits

Regional development incentives are provided under the concept of "designated regions." Large regions with slower rates of growth and high levels of unemployment, low income and low labour participation rates have been identified as meriting special economic measures to encourage industrial development. The regions are designated under the Regional Development Incentives Act (RDIA). The designated regions are:

- the Province of Newfoundland
- the Province of Prince Edward Island
- the Province of Nova Scotia
- the Province of New Brunswick
- the Province of Quebec, except for the Montreal Special Areas
- Northern Ontario including the district of Parry Sound and most of Nipissing
- the Province of Manitoba
- the Province of Saskatchewan
- Northern Alberta, 60 miles north of Edmonton
- Northern British Columbia, 60 miles north of Kamloops
- Yukon Territories
- Northwest Territories

Direct grants, loan guarantees and specifically or provisionally repayable incentives are provided. The incentives provided depend on the geographical location, the size and nature of the project and whether it involves new facilities or the expansion of existing ones. Most manufacturing and processing industries may qualify for grants and loan guarantees; certain service industries may qualify for loan guarantees only. The ceiling on incentives for plant modernization or volume expansion is 20 per cent of approved capital cost. For new plants or new product expansions, the ceiling is 25 per cent of approved capital cost plus \$5,000 per direct job created.

Who May Apply

Firms planning the establishment, modernization or expansion of most manufacturing or processing facilities in "designated areas" of Canada may qualify for incentives. Certain service industries including business offices, warehousing, freight-handling and recreation activities may qualify for loan guarantees on new facilities.

Inquiries

Provincial or regional offices of the Department of Regional Economic Expansion (D5) or Ottawa K1A 0M4

A402 CANADA-NEWFOUNDLAND SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Newfoundland governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Newfoundland subsidiary agreements are:

- Forestry
- Gros Morne Park Area Development
- Highways 1976-1981
- Planning
- Inshore Fisheries Development
- Labrador Interim
- Mineral Development
- Tourism Development*
- Agriculture Development*
- Rural Development*
- Stephenville Mill Conversion and Reactivation
- Industrial Development

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs.

TOURISM DEVELOPMENT

A purpose of the program is to stimulate private-sector development of tourist facilities such as construction of new accommodation, modernization and expansion of existing facilities and construction and expansion of tourist attractions.

Benefits

Capital construction grants and interest subsidization payments are available for new and existing accommodation and recreational facilities.

Who May Apply

Owners and operators or prospective owners or operators of tourist accommodation and recreation facilities.

AGRICULTURE DEVELOPMENT

The program helps formulate and implement plans to support the growth of a viable agriculture industry in Newfoundland.

Benefits

Development incentives are available to existing farmers and new farm entrants for developing farm units and farmer capabilities. Incentives are also available for agriculture research and development as well as technology transfer.

Who May Apply

Existing commercial and part-time farmers in all areas, people interested in farming in designated areas, and people with development ideas.

RURAL DEVELOPMENT

This program provides incentive grants and research and development grants to assist small business development in rural areas.

Benefits

Incentives grants may be made to entrepreneurs to establish, expand, or modernize processing or manufacturing facilities, and other industries utilizing primary resources which, because of size or function, do not meet the criteria of existing incentive programs. Assistance under this project will not exceed \$30,000 for any one enterprise.

Research and development support is given to evaluate or demonstrate the viability of producing and marketing products not currently being produced commercially within the province. The maximum grant is \$7,500 for any one enterprise, based on 75 per cent of approved costs up to \$10,000.

Costs are shared 90 per cent by the federal government and 10 per cent by the province.

Who May Apply

Small businessmen in rural areas whose enterprises meet the criteria described above.

Inquiries

Government of Newfoundland and Labrador,
St. John's, Newfoundland or

Department of Regional Economic Expansion
St. John's, Newfoundland (D5)

A403 CANADA-NOVA SCOTIA SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Nova Scotia governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Nova Scotia subsidiary agreements are:

- Metropolitan Halifax-Dartmouth Area Development
- Strait of Canso Area Development
- Agriculture Development*
- Industrial Development
- Planning
- Forestry*
- Tourism Development*
- Energy Conservation*
- Halifax Panamax Dry Dock
- Assistance to Michelin Tires (Canada) Ltd.

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs.

AGRICULTURE DEVELOPMENT

The purpose of this subsidiary agreement is to encourage the expansion of and improve the economic viability of the agriculture industry. Specific programs are: land development, high energy and protein crop production, livestock development, horticulture development, innovation demonstration.

Benefits

Capital grants and forgivable loans are available. Costs are shared 80 per cent by the federal government and 20 per cent by the province.

Who May Apply

Eligibility for assistance under each project is defined in a policy written for the project. These policies are available at any Nova Scotia Department of Agriculture and Marketing office.

FORESTRY

The purpose of this subsidiary agreement is to improve productivity through more intensive forest management on both public and private land, find additional uses for under-utilized hardwood species, improve the allocation and utilization of sawlog timber and undertake an accelerated harvest of budworm infested wood. Specific programs are: forest management, forest industry development, support services, education, public information and evaluation, wood salvage/storage and ancillary forest management.

Benefits

Grants of up to 100 per cent of the cost of silviculture improvements may be made to owners of forest lands. In addition, sawmills of a certain minimum size, which meet working conditions, safety and lumber recovery standards may receive grants up to \$50,000.

Who May Apply

Private landowners and sawmill operators.

TOURISM DEVELOPMENT

This subsidiary agreement provides financial incentives to stimulate the upgrading, establishment or expansion of tourist facilities by the private sector.

Benefits

Operators of existing tourist facilities and entrepreneurs constructing new facilities may receive interest rebates on loans from recognized commercial or public lending institutions. Maximum loans eligible for interest rebates for any one project are \$250,000 and minimum are \$10,000 for modernization, \$25,000 for expansion and \$100,000 for new construction.

Grants of up to 50 per cent on eligible assets of \$50,000 to \$100,000 and up to 25 per cent on eligible assets above \$100,000 may be made to owners/operators of tourist facilities in the destination areas being promoted under this agreement. Maximum assistance to any one project is limited to \$250,000.

Modernization grants are available for the modernization and upgrading of accommodation or restaurant tourist facilities throughout the province except those located in Halifax and Dartmouth. The amount of the grant may be up to 50 per cent of eligible capital costs. The maximum grant assistance to any one facility will be \$15,000 and eligible capital costs must be at least \$10,000.

Costs are shared 80 per cent by the federal government and 20 per cent by the province.

Who May Apply

Operators of existing tourist facilities and entrepreneurs interested in constructing new tourist facilities.

ENERGY CONSERVATION

This subsidiary agreement (Industrial Retrofitting Program) is intended to increase energy efficiency in the industrial sector.

Benefits

Grants of up to \$150,000 per site and \$500,000 per company are available to encourage firms to make use of energy-efficient measures.

Who May Apply

Most manufacturing, processing and service sector activities established in Nova Scotia before January 1, 1979, whose annual energy bill, excluding transportation and construction costs, exceeds \$5,000.

Inquiries

Province of Nova Scotia, Halifax, N.S. or

Department of Regional Economic Expansion,
Dartmouth, N.S. (D5)

A404 CANADA-NEW BRUNSWICK SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and New Brunswick governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-New Brunswick subsidiary agreements are:

- Forestry
- Kent Region Pilot Project*
- Saint John and Moncton Arterial Highways Planning
- Planning
- Minerals and Fuels Development
- Highways 1977-81
- Northeast New Brunswick*
- Development of Agricultural Resources
- Developing Regions
- Pulp and Paper*
- Saint John Market Square Development

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs.

KENT REGION PILOT PROJECT

This agreement provides the necessary financial, technical and infrastructure support to promote development potential in every sector of the Kent area economy. Costs are shared 80 per cent by the federal government and 20 per cent by the province.

Benefits

Interest free forgivable loans up to \$30,000 may be provided to new and existing industries. Entrepreneurs must provide equity of 20 per cent of approved capital costs, which cannot exceed \$60,000.

Who May Apply

Entrepreneurs proposing the establishment, expansion or modernization of manufacturing or processing businesses or maintenance or repair facilities related to the manufacturing sector.

NORTHEAST NEW BRUNSWICK

This subsidiary agreement assists the growth of industries in northeast New Brunswick. It provides assistance for the growth of industrial and commercial services and for the establishment, modernization or expansion of small industries.

Benefits

Twenty-five per cent of approved capital costs up to a maximum of 50 per cent of the total capital employed may be provided for industrial services projects.

For commercial services, grants are made only to large-scale projects whose total capital costs exceed \$1 million and are not made to any project that has received other government financial assistance.

Small businesses may receive interest-free forgivable loans of up to \$30,000. Applicants must provide 20 per cent of the total approved capital cost, which may not exceed \$60,000.

The federal government's share of costs shall not exceed 75 per cent of the total costs of the program.

Who May Apply

Industrial services projects that are not eligible for other financial incentives programs.

Commercial services projects exceeding \$1 million whose commercial viability will be improved by government financial support.

Small-business projects involving manufacturing, processing or a maintenance or repair facility related to the manufacturing sector.

PULP AND PAPER

The general objective of this subsidiary agreement is to improve the viability and efficiency of the pulp and paper industry in New Brunswick. Contributions may be made for the purpose of accelerating and maximizing private-sector investment in the modernization of the pulp and paper industry, encouraging and promoting policies within the private sector that are supportive of good forest management, pollution abatement and energy conservation and self sufficiency.

Benefits

Incentives provided by the federal and provincial governments under this subsidiary agreement shall be directed to the following activities and related capital costs directly associated with the manufacturing and processing of primary pulp and paper products: pollution abatement, modernization of production processes, efficient utilization of energy resources. No incentive shall exceed 20 per cent of the approved capital costs of an applicant's proposed project. Costs are shared 80 per cent by the federal government and 20 per cent by the province.

Who May Apply

The pulp and paper industry in New Brunswick.

Inquiries

Government of New Brunswick, Fredericton, N.B. or

Department of Regional Economic Expansion,
Fredericton, N.B. (D5)

A405 CANADA-QUEBEC SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Quebec governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Quebec subsidiary agreements are:

- Key Highway Networks
- Forestry Development
- Industrial Infrastructure
- Agricultural Development
- Mineral Development
- Airport Industrial and Commercial Park
- Water Treatment Facilities for Montreal Area
- Tourism Development
- Public Infrastructure
- Modernization of the Pulp and Paper Industry
- Establishment of a Newsprint Mill at Amos

Some of the subsidiary agreements deal with the provision of general infrastructure. The subsidiary agreement on the modernization of the pulp and paper industry offers direct opportunities to entrepreneurs and is described briefly below.

MODERNIZATION OF THE PULP AND PAPER INDUSTRY

The purpose of this subsidiary agreement is to offer financial assistance to eligible pulp and paper companies to help them modernize their facilities, thus reducing production costs, and install equipment that will help protect the environment and conserve energy.

Benefits

The eligible costs used to determine the amount of the incentive are generally, but not exclusively, those related to the following categories: converting the pulp manufacturing process or increasing the efficiency of existing processes; pulp production equipment, modernization of equipment through the introduction of advanced technology; modernization of control techniques; organization of the production line; increasing the value added by manufacturing a product of greater value, environmental protection and energy conservation equipment. The government incentives granted under this federal-provincial program may amount to 25 per cent of the approved capital costs of a project. The federal government contributes 60 per cent of the costs of the subsidiary agreement.

Who May Apply

The pulp and paper industry in Quebec.

Inquiries

Government of Quebec, Quebec or

Department of Regional Economic Expansion,
Montreal or Quebec (D5)

A406 CANADA-ONTARIO SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Ontario governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Ontario subsidiary agreements are:

- Northeastern Ontario
- Single-Industry Resource Communities
- Community and Rural Resource Development
- Forest Management
- Pulp and Paper Industry Facilities Improvement*
- Eastern Ontario*

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs and are described briefly below.

PULP AND PAPER INDUSTRY FACILITIES IMPROVEMENT

This subsidiary agreement offers incentives to the pulp and paper industry in Ontario to assist in meeting the costs of conforming to pollution abatement standards; improve the viability and competitiveness of the pulp and paper industry in Ontario by accelerating and maximizing private sector investment in modernization; and promote policies supportive of good forest management, pollution abatement and modernization.

Benefits

Incentives under the subsidiary agreement are directed to the following activities and related capital costs directly associated with the manufacturing and processing of primary pulp and paper products: pollution abatement, modernization of production processes, rationalization of production, increases in value-added of production, and efficient utilization of energy resources. No incentive shall exceed 25 per cent of the approved capital costs of an applicant's proposed project. Financial provisions under this subsidiary agreement are shared one-third by the federal government and two-thirds by the province.

Who May Apply

The pulp and paper industry in Ontario.

EASTERN ONTARIO

The purpose of this agreement is to improve the economic and social wellbeing of eastern Ontario residents. The agreement contains a Small-Business Incentives Program with provision for funding assistance to stimulate small business development in both rural and urban areas.

Benefits

For new facilities, this program may provide incentives not to exceed the lesser of 25 per cent of approved capital costs or \$100,000. For expansion or modernization of existing facilities, incentives will not exceed the lesser of 20 per cent of approved capital costs or \$100,000. The federal government contributes 50 per cent of the program costs.

Who May Apply

Projects assisted under this program must be located in eastern Ontario (excluding the Regional Municipality of Ottawa-Carleton) and may include any of the following industries: mining, quarrying, manufacturing, process-

ing (including agricultural and forest products) and related service industries. Proposed projects where the approved capital costs would exceed \$500,000 are not eligible for consideration under this Small-Business Incentives Program.

Inquiries

Government of Ontario,
Toronto, Ontario or

Department of Regional Economic Expansion,
Toronto, Ontario (D5)

A407 CANADA-MANITOBA SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Manitoba governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Manitoba subsidiary agreements are:

Manitoba Northlands

Industrial Development*

Value-Added Crops Production

Tourism Development*

Interim Water Development for Regional Economic Expansion and
Drought Proofing

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs.

INDUSTRIAL DEVELOPMENT

This subsidiary agreement encourages and assists the modernization, expansion or establishment of small business enterprises engaged in manufacturing, processing, or maintenance or repair facilities related to manufacturing in specified areas of Manitoba.

Benefits

For new facilities this program may provide interest free forgivable loans equal to 50 per cent of eligible capital costs up to a maximum of \$30,000. For expansion or modernization the program may provide 30 per cent of the eligible capital costs up to a maximum of \$18,000. The federal government contributes 60 per cent of total program costs.

Who May Apply

Small enterprises (defined as those whose average sales do not or are not expected to exceed \$500,000 per year) located outside Census Division 11 that, because of size or function, would not normally meet the criteria of other financial incentive programs.

TOURISM DEVELOPMENT

This subsidiary agreement provides financial incentives to stimulate the development of tourist facilities by the private sector.

Benefits

Incentives are available in Manitoba, with the exception of the Winnipeg area, to assist the establishment and/or expansion of accommodation facilities

(hotels, motels, resorts, inns, campgrounds, tourist cottages and cabins). The maximum contribution to any one project is limited to \$250,000. However, in cases where new tourist facilities are to be developed within rural destination areas, the Agreement management committee will decide, based on the destination area development plan, the key tourist facilities to be assisted and may increase the maximum contribution to \$500,000 for any one project. The federal government contributes 60 per cent of total program costs.

Who May Apply

Existing or prospective owners or operators of tourist accommodation facilities in Manitoba, except in the Winnipeg area.

Inquiries

Government of Manitoba,
Winnipeg, Manitoba or

Department of Regional Economic Expansion,
Winnipeg, Manitoba (D5)

A408 CANADA-SASKATCHEWAN SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Saskatchewan governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Saskatchewan subsidiary agreements are:

Qu'Appelle Valley
Northlands

Forest Development

Productivity Enhancement and Technology Transfer in Agriculture

Interim Water Development for Regional Economic Expansion and
Drought Proofing
Planning 1979-84

Some of the subsidiary agreements deal with the provision of general infrastructure. The Qu'Appelle Valley program offers direct opportunities to entrepreneurs.

QU'APPELLE VALLEY

This subsidiary agreement provides financial assistance for the development of the recreation and tourism potential of the Qu'Appelle Valley area.

Benefits

Grants are available to assist in the establishment, expansion or modernization of commercial facilities. These incentives are provided by the Department of Regional Economic Expansion.

Who May Apply

Businesses offering to establish, expand or modernize permanent or seasonal accommodation facilities, dining or recreational facilities or services in the Qu'Appelle Valley area.

Inquiries

Department of Regional Economic Expansion,
Regina, Saskatchewan (D5)

A409 CANADA-ALBERTA SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Alberta governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-Alberta subsidiary agreements are:

Nutritive Processing Assistance
Alberta North

Some of the subsidiary agreements deal with the provision of general infrastructure. The Nutritive Processing Assistance Agreement offers direct opportunities to entrepreneurs.

NUTRITIVE PROCESSING ASSISTANCE

This subsidiary agreement provides financial incentives to encourage the establishment, modernization or expansion of viable nutritive processing facilities in rural Alberta.

Benefits

Incentive grants are available. The applicant must provide equity equal to at least 20 per cent of the approved capital cost of the project. The level of development assistance may vary but will not exceed 35 per cent of total capital to be employed in the operation. The federal and provincial governments share the costs equally.

Who May Apply

Businesses in rural areas of Alberta engaged in nutritive processing.

Inquiries

Alberta Department of Agriculture,
Edmonton, Alberta or

Department of Regional Economic Expansion,
Edmonton, Alberta (D5)

A410 CANADA-BRITISH COLUMBIA SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and British Columbia governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through a series of subsidiary agreements. Existing Canada-British Columbia subsidiary agreements are:

Industrial Development*
Agriculture and Rural Development*
Travel Industry Development*
Intensive Forest Management
Ridley Island Road Access

Some of the subsidiary agreements deal with the provision of general infrastructure. Those marked with an asterisk offer direct opportunities to entrepreneurs.

INDUSTRIAL DEVELOPMENT

The program encourages and assists the modernization, expansion or establishment of small-business enterprises involved in manufacturing, processing,

or maintenance or repair related to the manufacturing sector in the target areas of British Columbia.

Benefits

The Agreement provides for interest-free forgivable loans up to \$30,000 for any one enterprise. The federal and provincial governments share the costs equally.

Who May Apply

Small enterprises in which average sales do not or are not expected to exceed \$500,000 per year. Eligible proposals are those which, because of size or function, would not normally meet the criteria of other financial incentive programs.

AGRICULTURE AND RURAL DEVELOPMENT

Assistance is provided to encourage the establishment of value-added processing operations and the establishment of services designed to encourage primary production in rural communities of British Columbia.

Benefits

Up to 50 per cent of approved project costs subject to maximum levels available in designated regions under the Regional Development Incentives Act. In addition to value-added processing operations, financial assistance may be provided for the establishment of services designed to encourage primary production, including livestock treatment facilities, veterinary clinics, livestock/produce collection, distribution and sale facilities, community pest and disease control facilities and the like. The federal government contributes 25 per cent of program costs.

Who May Apply

Projects eligible for assistance include services that enhance the value of food production, packing and grading facilities, and operations involved in the secondary processing of food production or in the development of primary production that would not normally be eligible for assistance under other government programs.

TRAVEL INDUSTRY DEVELOPMENT

This subsidiary agreement provides financial assistance to encourage the development of the travel industry. Incentives may be given to encourage the development of tourist facilities and attractions, and to upgrade existing tourist facilities.

Benefits

Loans and forgivable loans may be provided. Local financial participation is normally required. The federal and provincial governments share the costs equally.

Who May Apply

Owners of tourist facilities and entrepreneurs proposing the provision of new facilities and attractions.

Inquiries

Government of British Columbia,
Victoria, B.C. or

Department of Regional Economic Expansion,
1175 Douglas Street,
Victoria, B.C. V8W 2E1

A411 CANADA-YUKON SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and Yukon governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through subsidiary agreements. Existing Canada-Yukon subsidiary agreements are:

Renewable Resource Development
Interim Tourism Development*

The tourism development agreement offers direct opportunities to entrepreneurs.

INTERIM TOURISM DEVELOPMENT

The objectives of this subsidiary agreement are to diversify and stabilize the Yukon economy through the strengthening of the present tourism industry, and to create additional jobs and increase incomes.

Benefits

The tourism development program provides for joint projects that encourage the development of specific tourist attractions or facilities in the Yukon. Incentive grants are provided to encourage entrepreneurs to develop tourist facilities.

Who May Apply

Owners of tourist facilities or entrepreneurs proposing to develop tourist facilities.

Inquiries

Government of the Yukon Territory,
Whitehorse, Yukon or

Department of Regional Economic Expansion,
Whitehorse, Yukon or Saskatoon, Saskatchewan (D5)

A412 CANADA-NORTHWEST TERRITORIES SUBSIDIARY AGREEMENTS

A General Development Agreement between the federal and the Northwest Territories governments provides the framework for cooperation in regional development. The General Development Agreement is implemented through subsidiary agreements. The following subsidiary agreement with the Northwest Territories is in effect:

Interim Community Economic Development

Inquiries

Government of the Northwest Territories,
Yellowknife, N.W.T. or

Department of Regional Economic Expansion,
Yellowknife or Saskatoon regional offices (D5)

A413 CANADA-PRINCE EDWARD ISLAND COMPREHENSIVE DEVELOPMENT PLAN

The P.E.I. Comprehensive Development Plan creates conditions in which the people of Prince Edward Island can develop their own economic enterprises,

raise per capita income and create jobs while maintaining the environment. The programs are administered by the Government of P.E.I.

Benefits

The plan provides direct financial assistance through two forgivable performance loan programs:

The Service Sector Assistance Program provides forgivable performance loans to service industries in four categories: servicing primary industries, servicing secondary industries, export-oriented (off-island), substituting for previously imported services. The minimum capital cost of a project must be \$5,000. Forgivable performance loans up to \$30,000 may be granted under a formula of 25 per cent of capital expenditures plus \$3,000 for each job created.

The Industrial Assistance Program provides forgivable performance loans to manufacturing and processing industries too small to qualify for RDIA grants (i.e. for projects with a maximum capital cost of \$25,000 or a minimum capital cost of \$5,000). Forgivable loans up to \$12,500 may be granted under this program, based on a formula of 50 per cent of capital expenditures.

Who May Apply

Any P.E.I. company engaged in manufacturing, processing or service industries not eligible for RDIA support.

Inquiries

P.E.I. Department of Industry and Commerce,
Charlottetown, P.E.I. or

Department of Regional Economic Expansion,
Charlottetown, P.E.I. (D5)

A414 INDUSTRIAL INCENTIVES — MONTREAL SPECIAL AREAS PROGRAM

This special program provides financial incentives for the establishment, expansion and modernization of facilities for two areas: 1) Metropolitan Montreal, 2) the region outside Metropolitan Montreal on the west to east of Granby. The former area qualifies for selected manufacturing and processing industries that are among the priorities identified for strategic industrial growth in Montreal. The latter area qualifies for manufacturing and processing industries.

Benefits

Grants, conditionally repayable grants and specifically repayable grants may be made directly to firms upon fulfilment of agreed conditions, such as the commencement of production.

Who May Apply

Businesses proposing industrial development projects in either area.

Inquiries

Department of Regional Economic Expansion,
Montreal or Ottawa (D5)

A415 SPECIAL RURAL DEVELOPMENT AGREEMENTS (SPECIAL ARDA)

Special ARDA agreements exist with Manitoba, Saskatchewan, British Columbia, the Yukon and the Northwest Territories. These agreements provide assistance to create job opportunities, increase incomes and improve living conditions for rural residents, particularly those of Native ancestry.

Benefits

Incentive grants may be given for projects related to primary production, social adjustment projects, and projects involving the establishment, acquisition, expansion or modernization of any commercial undertaking engaged in the utilization of primary resources, processing, manufacturing or the provision of services. In British Columbia, Special ARDA includes the provision of services and facilities for remote rural communities to improve the economic opportunities available to residents, particularly those of Native ancestry living in these communities.

Who May Apply

Native people and others proposing projects that will improve the economic conditions of Native people in Manitoba, Saskatchewan, British Columbia, the Yukon and the Northwest Territories.

Inquiries

Department of Regional Economic Expansion provincial offices or
Saskatoon, Saskatchewan (D5)

A416 CAPE BRETON DEVELOPMENT CORPORATION (DEVCO)

The Cape Breton Development Corporation (DEVCO) promotes and assists the financing and development of industry on Cape Breton Island, provides employment outside the coal-producing industry and broadens the base of the economy of the Island, and contributes to the rehabilitation and modernization of mines in the Sydney coal field.

Benefits

Grants, loans and equity participation. Fishing, boat-building, wood products, crafts, tourism, farming, marine farming and manufacturing are some of the industries being helped by DEVCO.

Who May Apply

Any enterprise that can produce permanent employment and earning opportunities may be eligible for assistance.

Inquiries

DEVCO, Box 1330,
Sydney, N.S.

A417 NEWFOUNDLAND AND LABRADOR DEVELOPMENT CORPORATION

The Corporation is a limited liability company, incorporated under the Companies Act of the Province of Newfoundland, to assist small and

medium-sized businesses in Newfoundland and Labrador. The federal government provides the Corporation with funds to make loans to business enterprises in Newfoundland and Labrador.

Benefits

Loan and equity financing for the establishment, expansion or modernization of operations.

Management advisory services and other related services and assistance.

Who May Apply

Any business wishing to establish, expand or modernize operations in Newfoundland or Labrador.

Inquiries

Newfoundland and Labrador Development Corporation,
St. John's, Newfoundland or

Department of Regional Economic Expansion,
St. John's, Newfoundland (D5)

A500 SERIES GOVERNMENT CONTRIBUTIONS — RESEARCH AND DEVELOPMENT PROGRAMS

A501 DEVELOPMENT AND DEMONSTRATION OF RESOURCE AND ENERGY CONSERVATION TECHNOLOGY (DIRECT) PROGRAM

DIRECT helps the private sector, in cooperation with municipalities and provinces, to develop and demonstrate equipment, systems or products designed to recover or otherwise save energy through resource recovery.

Benefits

DIRECT supports development and construction of demonstration or prototype installations. Criteria for funding assistance include primarily environmental protection benefits and energy conservation, but other benefits to Canada are considered. Technology demonstration contracts are arranged through the Department of Supply and Services.

Expenditures in 1979-80 were \$750,000.

Who May Apply

Any business offering appropriate proposals.

Inquiries

DIRECT Secretariat,
Department of the Environment,
Ottawa K1A 1C8 (819) 997-2057

A502 INDUSTRIAL RESEARCH FELLOWSHIPS AND AWARDS

The Natural Sciences and Engineering Research Council encourages the employment of scientists in industry through a variety of financial aid programs. Industrial Research Fellowships provide recent doctoral graduates in the natural sciences or engineering with an opportunity to gain industrial R&D experience for periods of up to five years. Fellows are employees at the company at which their award is held and must devote their time to research, development or innovation activities. (This program replaces the former Postdoctoral Fellowships Program.)

Senior Industrial Fellowships encourage a mutually productive and stimulating interchange between the universities and industry. Fellows may spend a minimum period of one year with an industrial organization in Canada.

Undergraduate Industrial Summer Research Awards aim to stimulate interest in research among undergraduate students and provide them with the opportunity to acquire research experience in Canadian industry. A maximum of 10 students per eligible company will be supported. NSERC offers these awards for the first time in 1981.

Benefits

In 1980-81, NSERC's contribution to the company towards salary and fringe benefits for each Industrial Research Fellowship is a maximum of \$20,000 a

year for the first three years and \$10,000 for the fourth and fifth years. Up to 75 awards are available in 1980-81. NSERC supplements the university's contribution to the Senior Industrial Fellowship recipient's salary so that he receives an amount equal to his normal salary. Undergraduate Industrial Summer Research Awards are valued at \$600 a month; a travel allowance may also be paid.

Who May Apply

Recent doctoral graduates interested in Industrial Research Fellowships should contact the company of their choice; the company may submit a nomination to NSERC, provided it meets the eligibility criteria. Staff members of Canadian universities who are eligible to apply for NSERC grants may also apply for Senior Industrial Fellowships. Students in second, third and fourth year of an undergraduate program in the natural sciences or engineering leading to an honours bachelor's degree are eligible for the Undergraduate Industrial Summer Research Awards.

Inquiries

Natural Sciences and Engineering Research Council,
Ottawa K1A 0R6

A503 INDUSTRIAL RESEARCH ASSISTANCE PROGRAM (IRAP)

The program encourages applied research in Canadian industry with the objective of increasing the calibre and scope of industrial R&D in Canada in a business environment.

Benefits

The program pays salaries of individuals working on approved projects together with the company's share of standard fringe benefits. The company provides the remainder of the support, usually the equivalent of the IRAP contribution. The company is responsible for performance of the research and the commercialization of its results. Companies are required to undertake the exploitation of the research results in Canada and they retain the rights to the research results.

IRAP can also assist firms that are too small to be able to maintain a viable research effort out of their own resources but require an injection of new technology to solve technical problems. This is accomplished by paying the salaries of individuals in other research organizations that are on subcontract to the firm to solve these problems. Federal contributions to this aspect of the IRAP program were \$2.4 million of the \$25 million contributions for IRAP in 1980/81.

Who May Apply

All companies incorporated either provincially or federally in Canada and engaged in activities based to a significant extent on technology derived from the physical and life sciences and engineering.

Inquiries

National Research Council,
Ottawa K1A 0R6

A504 INDUSTRY ENERGY RESEARCH AND DEVELOPMENT PROGRAM (IERD)

The IERD program encourages research and development of new and improved processes and equipment that will reduce energy consumption in industry and ensure the widest possible use of this technology. The program is part of a larger joint industry/government conservation program coordinated by the federal Department of Energy, Mines and Resources.

Benefits

Contribution of up to 50 per cent of the total estimated cost of approved projects.

Contributions in 1981-82 were \$1.5 million.

Who May Apply

All Canadian companies, consulting firms, and trade and research associations are eligible for assistance.

Inquiries

Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

A505 PROGRAM FOR INDUSTRY/LABORATORY PROJECTS (PILP)

The program aims to bring about the application and use of government and other non-industrial research results and know-how in Canadian industries. It is directed to cases which appear to represent significant industrial opportunities and in which the initial uncertainties inhibit development by industry unaided. Budget in 1980/81 was \$11.7 million.

Benefits

Government financial and technical assistance in applying the results of government and other non-industrial research to the development of new products and processes. Where a preliminary project is advisable, a consultant company or an organization with suitable staff and test facilities (e.g., a hospital) may be considered as a recipient. Specific projects are formulated by industry in cooperation with an appropriate agency and pursued under contribution agreements.

Who May Apply

Canadian companies demonstrating the financial, managerial, technical, manufacturing and marketing capability to succeed with the project, either alone or in arrangements with others.

Inquiries

PILP Program Office,
National Research Council,
Ottawa K1A 0R6 (613) 993-0695 or

PILP project managers in the participating departments (Agriculture, Environment, Communications, Fisheries and Oceans, and Energy, Mines and Resources.)

A506 PROJECT RESEARCH APPLICABLE IN INDUSTRY (PRAI)

PRAI grants are awarded to capitalize on advances in university research showing potential for eventual commercial exploitation in Canada.

Benefits

Grants provide financial support for the further development of eligible projects in university laboratories to the point at which they can be transferred to industry. Projects have a maximum duration of two years and must be carried out in collaboration with a Canadian-based company which would be in a position to exploit the results to the benefit of the Canadian economy. Collaborating companies are expected to contribute know-how, facilities and services whenever possible. Proposals may be submitted at any time and are evaluated with the aid of referees from federal departments and agencies. The criteria for the selection of proposals are the appropriateness of the project, technical feasibility, the likelihood of successful commercial exploitation by the collaborating company and the potential economic benefits. \$1.6 million have been allocated to this program for 1980-81.

Who May Apply

University researchers in cooperation with eligible Canadian companies.

Inquiries

Natural Sciences and Engineering Research Council,
Ottawa K1A 0R6

A507 NEW TECHNOLOGY EMPLOYMENT PROGRAM

The program is intended to create employment for scientifically and technically qualified post-secondary graduates who are recent labour force entrants and who are unable to find employment in their discipline. Additionally, this employment is to result from activities in research and development and its application in technological innovations in manufacturing, product and process development and the development and application of small-scale energy conservation programs and alternative energy technologies. This program is a modification of an enlargement upon the Scientific and Technical Employment Program (STEP) formerly administered by NRC.

Benefits

The federal government will contribute up to 75 per cent of the wages paid to an eligible individual to a maximum contribution of \$290 per week per job. Contributions in support of a job may be provided for a maximum of 12 continuous months and will be limited to a maximum of \$150,000 for each employer.

Who May Apply

Small private-sector firms, individuals, associations, community colleges and universities, research institutes and community organizations are eligible to become employers under this program.

Inquiries

Canada Employment Centres, Employment Development Branch offices of CEIC or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A508 STRATEGIC GRANTS IN AID OF RESEARCH

Grants are awarded to individuals or groups of researchers at Canadian universities for research in selected areas of national concern. In 1980-81 these areas were: communications, energy, food/agriculture, oceans, environmental toxicology and an "open" category where NSERC invited universities to submit a limited number of proposals in areas other than the five specified areas.

Benefits

Grants are awarded on the basis of proposals submitted by university researchers and reviewed by panels of experts in each of the selected areas. Proposals for large grants are reviewed by an ad hoc visiting committee followed by a detailed examination by the Council's Committee on Strategic Grants. In 1980-81, \$17.7 million have been allocated to this program.

Who May Apply

Researchers in Canadian universities.

Inquiries

Natural Sciences and Engineering Research Council,
Ottawa K1A 0R6

A509 UNSOLICITED PROPOSALS FOR RESEARCH AND DEVELOPMENT

The Department of Supply and Services administers a fund to encourage private-sector research and development specifically related to existing government programs.

Benefits

Interested firms submit unsolicited proposals they feel are relevant to some government program. Departments examine those proposals that are within their specific missions. If a department supports a proposal and is able to fund its implementation, it is usually approved. The unsolicited proposals fund provides bridge financing to initiate projects pending their incorporation in departmental programs.

DSS distributes a pamphlet describing the program and publishes the monthly *R&D Bulletin*, which highlights its operations.

The DSS fund for this program is \$15 million annually.

Who May Apply

Any Canadian firm capable of performing the proposed activity.

Inquiries

Science Centre,
Supply and Services Canada,
Ottawa K1A 0S6 (819) 997-6368

A510 HOUSING TECHNOLOGY INCENTIVES PROGRAM

Assistance is available from Canada Mortgage and Housing Corporation for the development and implementation of new ideas related to the building or rehabilitation of housing.

Benefits

Funds of up to \$10,000 are available for ideas that increase the utility or performance of housing through improvements in design, construction or products. Energy conservation and housing rehabilitation are priorities. Proposals must produce a practical demonstration and have the potential to meet the National Building Code and Residential Standards.

Who May Apply

Any Canadian individual or company.

Inquiries

Canada Mortgage and Housing Corporation,
Ottawa K1A 0P7

**A511 RENEWABLE ENERGY AND CONSERVATION
DEVELOPMENT AND DEMONSTRATION PROGRAM**

Federal-provincial cost-sharing agreements provide \$200 million over three years to undertake projects in the development and demonstration of renewable energy sources and conservation measures.

Benefits

Demonstration of new technologies, products and services that use energy more efficiently and contribute to national energy and industrial policies.

Who May Apply

Any Canadian business.

Inquiries

Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 995-9447

A512 ENERGY RESEARCH AND DEVELOPMENT

The National Energy Program provides for substantially increased federal expenditures on energy research and development (R&D) in the following areas:

Alternatives to gasoline — to find the most promising fuel option and provide the necessary support for commercialization, so that oil dependence can be quickly reduced in the transportation sector.

Increased efficiency of energy use, in all sectors of the economy.

New energy sources — ranging from coal (where technology must provide the key to environmentally safe use) to hydrogen, a promising option for future generations.

Benefits

R&D expenditures under the National Energy Program will be allotted by the Department of Energy, Mines and Resources through the Office of Energy Research and Development to managers in existing federal research organizations, who in turn will contract out to Canadian industry.

Who May Apply

Consultants and businesses engaged in energy research.

Inquiries

Energy Research and Development,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A513 DISTRICT HEATING DETAILED ENGINEERING DESIGN

District heating is the provision of hot water from a central boiler or a source of waste heat to heat family housing units or commercial buildings. The absence of a well-documented demonstration of district heating in Canada prevents municipalities or utilities from introducing systems of this nature, largely because of high design costs and the considerable risk that may be involved. This program is intended to encourage the development of district heating.

Benefits

Funding up to a maximum of \$1 million to conduct detailed engineering designs of sites suited to the implementation of district heating systems in the Atlantic region.

Who May Apply

Builders or public utilities such as power corporations and gas utilities.

Inquiries

Buildings and Urban Policy Division,
Conservation and Renewable Energy Branch,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A514 COAL UTILIZATION TECHNOLOGY PROGRAM

This program is designed to increase the contribution of coal to the energy supply of Atlantic Canada by supporting the development of new coal-utilization technologies to the commercial application stage.

Benefits

The federal government will make available \$50 million over the period 1980-83 to support the development and commercialization of new technology for utilizing coal, especially where the technology is directed toward the replacement of oil by coal. The bulk of this funding will go to commercialization of coal-emulsion technologies and the use of low-quality coals for generating electricity in an environmentally acceptable way, such as the utility-scale fluid-bed combustion unit proposed for Cape Breton.

Who May Apply

Commercial organizations using oil for space or process heat, and utilities in the Atlantic region.

Inquiries

Conservation and Non-Petroleum Sub-sector,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A515 HEAVY OIL DEVELOPMENT

A federal-provincial shared-cost program, the Canada-Saskatchewan Heavy Oil Development Agreement assists oil companies develop techniques that will enhance the recovery of heavy oil.

Benefits

Federal-provincial contributions of up to 50 per cent of approved capital costs. Federal contributions in 1979-80 were \$3.2 million.

Who May Apply

Oil companies or research agencies involved in the development of heavy oil extraction and treatment methods.

Inquiries

Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 995-9351

A516 SAS-CAN CENTRE FOR HEAVY OIL TECHNOLOGY

The federal government is funding jointly with Saskatchewan a 5-year \$50 million heavy oil research and development program.

The Sas-Can Centre for Heavy Oil Technology will study and develop methods for the enhanced recovery of heavy oils from reservoirs and deposits in Saskatchewan, methods of handling, processing and transporting heavy oils and methods of protecting the natural environment from activities undertaken in relation to heavy oils.

Benefits

The Centre will be financed by annual payments of \$5 million each by the federal and Saskatchewan governments for five years, beginning in 1981.

Who May Apply

Oil companies or research agencies involved in the development of heavy oil and protection of the environment activities.

Inquiries

Research and Development Sector, Petroleum,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A600 SERIES GOVERNMENT CONTRIBUTIONS — PRIMARY INDUSTRIES PROGRAMS

A601 AGRICULTURAL COMMODITIES PRICE STABILIZATION

The federal government assists producers to stabilize their incomes by providing deficiency payments when market prices fall below predetermined levels.

Benefits

Deficiency payments are made to producers whenever average market prices fall below the support prices prescribed in accordance with the Agricultural Stabilization Act for commodities “named” in the Act (cattle, hogs, sheep, butter, eggs and cheese; and wheat, oats, and barley not produced in areas defined by the Canadian Wheat Board Act) and for those “designated” from time to time by the Governor-in-Council. Support for “named” commodities is set at a minimum of 90 per cent of the previous five-year average market price, indexed for cash cost of production changes. For “designated” commodities, support prices are generally set at the 90 per cent level.

In addition, under the Agricultural Products Board Act, action is taken through purchase and sale agreements to strengthen the market in lieu of stabilization.

Payments in 1979-80 were \$310 million of which \$280 million were paid to the Canadian Dairy Commission for support of the dairy program.

Who May Apply

When a deficiency payment is announced, producers may file applications forms documenting their production, and payments are then made directly to individuals.

Inquiries

Agricultural Stabilization Board,
Ottawa K1A 0C5 (613) 995-5011 or

Farm Income Services Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A602 AGRICULTURAL FAIRS AND EXHIBITIONS ASSISTANCE

The federal government assists agricultural fairs and exhibitions, to encourage livestock improvement and help the fairs and exhibitions maintain or improve their facilities.

Benefits

Grants are provided to listed fairs and exhibitions for judges' fees, junior activities, improvements to exhibition facilities, and for prizes in livestock classifications. Prize money assistance is given to competitive beef and dairy cattle, sheep, and swine shows held at listed exhibitions and adopting the classifications offered by Agriculture Canada.

Who May Apply

Agricultural exhibition associations.

Inquiries

Animal Production Division,
Regional Development and International Affairs Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A603 ANIMAL DISEASE ERADICATION

The federal government compensates herd owners when their animals have to be slaughtered to control disease.

Benefits

Compensation generally corresponds to the market value of the animals, but there are maximum amounts applicable to cattle and horses destroyed under any particular area or herd disease program.

Who May Apply

Owners of animals slaughtered for disease control purposes.

Inquiries

Health of Animals Directorate,
Food Production and Inspection Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A604 FEED GRAINS STORAGE ASSISTANCE

Three federal government programs are available to assist firms and individuals build new inland elevators or expand storage capacities at existing elevators and feed mills. They apply only to commercial operations in areas that do not produce sufficient feed grains for local use.

Benefits

1. The Inland Elevator Program assists the expansion of existing facilities through outright grants of up to 30 per cent of eligible capital costs of construction to a maximum contribution of \$150,000.

2. The Construction of New Inland Elevators Program provides contributions covering up to 50 per cent of eligible capital costs, to a maximum of \$500,000, on new elevators that are started after April 1, 1967. Commencing in the fourth year of operation of the new facility, the operator is required to begin repayments as follows:

Fourth year — \$0.45 per tonne of throughput

Fifth year — \$0.90 per tonne of throughput

Sixth to tenth year — \$1.35 per tonne of throughput

Repayments cease after the tenth year or when 40 per cent of the contributions have been repaid at no interest.

3. The Local Feed Grain Security Program assists in the expansion of storage facilities at feed manufacturing plants. Assistance, in the form of carrying charges, may not exceed the lesser of the point at which additional

inventories are equivalent to the new storage space created, or the point at which additional inventories reach a level of 1,100 tonnes (50,000 bushels). Carrying charges refer to storage charges plus interest cost of feed grain inventories.

Who May Apply

Owners or prospective owners or operators of feed mills in eligible areas.

Inquiries

Canadian Livestock Feed Board,
5180 Queen Mary Road,
Montreal, Quebec H3W 3E7 (514) 283-7505

A605 FEED FREIGHT ASSISTANCE ADJUSTMENT FUND

The Feed Freight Assistance Adjustment Fund was established with savings resulting from changes in transportation subsidies on feed grains shipped to British Columbia, Ontario and Quebec. These funds are being used for projects in each of these provinces to improve local feed production, storage and handling capabilities.

Benefits

The British Columbia program concentrates on investigation of new feed sources and feeding systems. The Ontario program provided capital assistance to farmers to purchase feed storage, processing and handling equipment and structures, and continues to encourage innovation in feed technology. The Quebec program offers capital assistance to farmers, primarily for feed and forage storage, and to seed processing plants to upgrade and expand their facilities. Contributions in 1979-80 were \$9.95 million.

Who May Apply

Feed producers and processors.

Inquiries

Farm Development Division,
Regional Development and International Affairs Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A606 FEED FREIGHT ASSISTANCE PROGRAM

This program assists in equalizing the effects of feed grain transportation costs.

Benefits

The program assists shippers of feed grains in British Columbia, parts of Eastern Canada, and the Yukon and Northwest Territories. Livestock producers receive the benefits of the subsidy through reduced feed grain costs.

Who May Apply

Feed manufacturers, livestock feeders and small mill operators shipping feed grains may claim assistance, which is administered through the Canadian Livestock Feed Board. Feed grains from Western Canada, and corn and

wheat from Eastern Canada are eligible for the subsidy. Contributions in 1979-80 were \$15 million.

Inquiries

Canadian Livestock Feed Board,
5180 Queen Mary Road,
Montreal, Quebec H3W 3E7 (514) 283-7505

A607 FREIGHT CHARGES EQUALIZATION — FLOUR FOR EXPORT

This program helps to place all Canadian flour millers on an equal footing in competing for export flour business.

Benefits

Payments equal to the difference between stop-off charges in eastern and western Canada are made to western Canada millers for export flour shipped through eastern ports. Estimated contributions in 1979-80 were \$1,058,000.

Who May Apply

Millers in western Canada who are shipping flour for export through eastern ports.

Inquiries

Grain Marketing Office,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-7404

A608 INCOME STABILIZATION — GRAIN PRODUCERS

The Western Grain Stabilization Act protects producers against extreme fluctuations in returns from year to year.

Benefits

The Government contributes 4 per cent and producers 2 per cent of eligible gross income from grain to a stabilization fund. Payments are made when the net cash flow to prairie grain producers from grain sales falls below the level of the average for the previous five years.

Federal contributions in 1979-80 were approximately \$96 million.

Who May Apply

Grain producers in western Canada.

Inquiries

Grain Marketing Office,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-7404 or

Farm Income Services Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A609 FRUIT AND VEGETABLE STORAGE CONSTRUCTION FINANCIAL ASSISTANCE PROGRAM

Under this program, financial assistance is available to producer groups for the construction or renovation of specialized fruit and vegetable storage facilities. The intention is to increase Canadian production of fruits and vegetables, improve handling procedures and ensure that high-quality products will be available over an extended period of time.

Benefits

Under the program, the federal government will pay up to a third of the total cost, to a maximum of \$500,000, of construction of a storage facility. Costs may include purchase of land, site development, architect's fees, grading and handling equipment, and access roads or railway spur lines.

Who May Apply

Groups of three or more primary producers such as producer associations, cooperatives, syndicates or marketing boards engaged in the production, storing and marketing of fruits and vegetables for the fresh market or for processing.

Inquiries

Marketing Services Division,
Marketing and Economics Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A610 AGRICULTURAL PRODUCTS COOPERATIVE MARKETING AGREEMENTS

By agreements under the Agricultural Products Cooperative Marketing Act between the Minister of Agriculture and cooperative groups, the federal government guarantees bank loans for initial payments and operating costs to primary producers of agricultural products.

Benefits

Most agricultural products are covered under the Act, including field, root and horticultural crops, livestock, poultry, milk products, and special crops, except grains grown in the area covered by the Canadian Wheat Board. Under an agreement, if the initial payment plus marketing costs exceed the average selling price, the government makes up the difference to the cooperative. If the selling price is higher than the initial payment plus operating costs, the excess is distributed to the producers as an interim or final payment.

Who May Apply

Any group of producers organized in a cooperative fashion and having a pooling system in place.

Inquiries

Marketing Services Division,
Marketing and Economics Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A611 ASSISTANCE TO RAPESEED PROCESSORS

The program encourages the processing of rapeseed rather than sale of the raw product.

Benefits

Freight rate assistance is given for the transportation of rapeseed products to compensate for the lower rates applied to unprocessed rapeseed. Payments made in 1980-81 are estimated to be \$3 million.

Who May Apply

Rapeseed processors.

Inquiries

Grain Marketing Office,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-7404

A612 PROTEIN, OIL AND STARCH PRODUCTS DEVELOPMENT

The POS Pilot Plant Corporation provides Canadian industry with access to experimental facilities for the development of new products and processes involving Canadian vegetable, oil, starch and/or protein material.

Benefits

The facilities are available at a fee for use by Canadian companies and other organizations performing development work. The federal government contributes funds to the operations of the Corporation.

Who May Apply

Any Canadian business.

Inquiries

POS Pilot Plant Corporation,
Saskatoon, Saskatchewan or
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

A613 NEW CROP DEVELOPMENT FUND

This program provides financial incentives and assistance to stimulate the development and adaptation of new crops, varieties or production practices, or new growing areas for established crops, that offer promise to Canadian agriculture. The program is designed to bridge the gap between basic research and commercial production.

Benefits

The government's contribution is limited to 50 per cent of eligible costs for commercially or provincially sponsored proposals. Contributions to non-commercial sponsors may be higher. Costs directly incurred as a result of undertaking a project (except capital costs) are considered eligible for financial assistance.

Who May Apply

Commercial organizations, industrial and producer organizations, universities, provincial agencies and non-profit groups incorporated in Canada who have adequate resources to carry out projects.

Inquiries

Marketing Services Division,
Marketing and Economics Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

A614 FISHING VESSEL CONSTRUCTION ASSISTANCE

The federal government provides funds to encourage the building and use of modern small commercial fishing vessels built in Canadian yards.

Benefits

The government contributes 35 per cent of the cost of construction, modification or conversion of approved projects for vessels which are, or will be, engaged in the inland or east coast fishery.

Approximately \$8 million per year is spent on this program.

Who May Apply

Owners or prospective owners of vessels in the inland fishery that are 16 to 75 feet in length and vessels in the east coast fishery that are 25 to 75 feet in length are eligible. The eligibility criteria are reviewed annually to ensure that the limited program funds are used where the need is most pressing. At present, subsidies in respect of construction are approved only where the new vessel is to replace one that has outlived its usefulness. (See also A305).

Inquiries

Economic Programs Branch,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 996-0846

A615 PRICE SUPPORT FOR FISH

The Fisheries Prices Support Board is responsible for investigating and, where appropriate, recommending action to support prices of fishery products where declines have been experienced. The basic principle is to protect fishermen against sharp declines in prices and consequent loss of income due to causes beyond their control.

Benefits

The Board, subject to approval of the Governor-in-Council, is empowered to purchase fishery products at prescribed prices or pay deficiency payments to producers of fishery products equal to the difference between a prescribed price and the average price at which such products were sold.

The Board acts as purchasing agent for fishery products used in international food aid and development programs administered by the Canadian International Development Agency and the World Food Program.

Who May Apply

Fishermen and producers of fishery products.

Inquiries

Fisheries Prices Support Board,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 996-0459

A616 ENERGY FROM THE FOREST (ENFOR) PROGRAM

ENFOR is a major federal government initiative aimed at substituting energy derived from forest biomass for dwindling petroleum supplies. Its objective is to generate the knowledge and technological basis to permit a contribution from forest biomass of 10 per cent of the nation's total primary energy production by the year 2000. In addition to that obtained as mill wastes and logging residues, energy biomass can be harvested from natural forests not now being exploited and from intensively-managed silvicultural energy farms.

Benefits

The program is administered in two segments: the Biomass Production segment, which deals with forest-oriented matters such as inventory, growth, harvesting, transportation and environmental impacts; and the Biomass Conversion segment, which is concerned with the transformation of raw material into energy, fuels and chemicals. The program is conducted almost entirely by contracting research, development and demonstration projects to outside agencies and individuals. Biomass production projects are developed within the Canadian Forestry Service, and are carried out by contractors selected in accordance with procedures of the Department of Supply and Services. Biomass Conversion projects are selected for funding by an ENFOR committee from among proposals submitted by interested organizations and individuals.

Expenditures in 1979-80 were \$2.95 million.

Who May Apply

Canadian organizations capable of performing research and development projects in the fields generally described here.

Inquiries

ENFOR Secretariat,
Department of the Environment,
Ottawa K1A 1G5 (819) 997-2940

A617 PROSPECTORS' ASSISTANCE

This program encourages the search for minerals in the Yukon and North-west Territories.

Benefits

The Prospectors' Assistance Board provides assistance through services contracts with eligible prospectors. Advance payments, at the beginning of the season, may be all or part of the amount awarded. Within an \$1,800 maximum grant, travel costs may not exceed \$1,000 and all other costs \$800.

Who May Apply

Qualified prospectors in the Yukon and Northwest Territories.

Inquiries

Department of Indian Affairs and Northern Development,
Box 1500, Yellowknife, NWT or

200 Range Road, Whitehorse, YT or

Ottawa K1A 0H4

A618 FOREST INDUSTRY RENEWABLE ENERGY (FIRE)

FIRE is a capital-cost-sharing program to encourage the substitution of mill and forest residues for purchased energy in the forest industry.

Benefits

Financial incentives are provided to convert existing facilities or install new facilities using waste forest biomass or pulp mill effluents, thus reducing the dependence on non-renewable resources. Contributions of up to 20 per cent of capital costs will be provided for approved projects; \$288 million will be provided between 1981 and March 31, 1986.

Who May Apply

Forest industries willing to provide energy production facilities using mill and forest residues in place of energy produced from non-renewable fuel sources.

Inquiries

Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 995-9447

A619 NATURAL GAS BANK

The federal government is concerned that gas markets may not grow as quickly as reserves of gas discovered by small Canadian firms and so is prepared to commit over \$400 million to assist companies facing short-term cash flow problems. The Natural Gas Bank, which will be a Crown corporation, will be set up after consultation with the industry and financial institutions.

Benefits

The Natural Gas Bank will buy gas from the companies described above, enter into joint ventures with them or provide them with production loans.

Who May Apply

Any Canadian-owned and controlled firm producing or distributing natural gas.

Inquiries

Petroleum Sub-sector,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A620 PETROLEUM INCENTIVES PROGRAM

This federal program is designed primarily to assist Canadian firms in petroleum and gas exploration and development. The program also provides some assistance for non-conventional, tertiary and crude oil upgrader projects.

Benefits

Incentive payments, the size depending on Canadian ownership rate, area, and type of undertaking.

Who May Apply

Corporations, partnerships, trusts, or individuals.

Inquiries

Petroleum Incentives Program,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 996-2611 or
Federal Building,
220 4th Avenue S.E.,
Calgary, Alberta T2G 4X3

A700 SERIES GOVERNMENT CONTRIBUTIONS — MANPOWER PROGRAMS

A701 MANPOWER CONSULTATIVE SERVICE (MCS)

This program assists employers and their employees to deal jointly with the manpower side of company planning in order to obtain maximum benefit and performance from company growth and expansion, new equipment or work processes. Manpower problems such as high worker-turnover, low productivity, worker recruitment and training can also be dealt with. MCS can also help employers minimize the disruptions resulting from business closure or relocation.

Benefits

Employers can be reimbursed up to 50 per cent of the costs of joint labour-management consultative committees which plan and oversee responses to actual or expected problems of skill redundancy or demand. Employers can also be reimbursed up to 50 per cent of their costs of moving groups of redundant employees to employment in other locations. Budget for 1980-81 was \$3 million.

Who May Apply

Any employer in Canada.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A702 CANADA MANPOWER INDUSTRIAL TRAINING PROGRAM (CMITP)

This program offers financial and consultative assistance to help employers initiate training or expand their training capability. The objectives are to hire and train new workers and upgrade the existing workforce or retrain employees who might otherwise have to be laid off because of technological or economic changes.

Benefits

The program offers financial and consultative assistance to help employers initiate training or expand their training capability. The arrangement involves a contract between the Canadian Employment and Immigration Commission and the employer under which the Commission agrees to reimburse the employer for certain approved training costs and wages, and the employer agrees to provide a prescribed program of training to individuals or groups of employees. Training conducted under CMITP may be given on the job, in a classroom or special training area, or as a combination of the two. Provincial training authorities advise employers on the content and methodology of their training plans.

Expenditures reimbursed are direct training costs (50 per cent to 100 per cent) and trainee wages (40 per cent to 85 per cent, maximum \$163 per week per trainee).

Contributions in 1979-80 totalled \$103.3 million.

Who May Apply

Any employer whose operations are not financed primarily by public funds is eligible.

Requests for assistance are made through counsellors in local Canada Employment Centres, who provide advice to employers as to the acceptability of their training proposals. Acceptable proposals are referred to provincial authorities, who review course content, quality and technical aspects of the training. Normally the Commission will not undertake a CMITP contract unless the training plan has been approved by the province.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A703 CANADA MANPOWER TRAINING PROGRAM (CMTP)

CMTP is a program of occupational training that provides adults with the skills required for employment or to increase their earning capacities.

Benefits

The program includes provision of: skill courses; basic training for skill development to assist individuals raise their education to the level required for admission to a skill course; the classroom portion of apprentice training arranged by provincial authorities; language training for immigrants and some native Canadians so that they may use their skills in the labour market; job readiness training to assist special needs clients' entry into employment; and work adjustment training for special needs clients. The courses, depending on the skill involved, run from one to fifty-two weeks.

The training is normally purchased by the CEIC from the provinces and delivered through its training institutions and, on occasion, from private trade schools. Living allowances or unemployment insurance benefits and other assistance are normally available to full-time trainees.

Expenditures for 1979-80 were \$345.9 million for training purchases, \$84.2 million for allowances and \$140.7 for unemployment insurance benefits.

Who May Apply

Anyone who is at least one year past provincial school-leaving age and has been out of the school system for at least 12 months.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A704 CRITICAL, TRADE SKILLS TRAINING (CTST)

CTST features training initiatives to overcome certain chronic manpower shortages that exist in the Canadian economy, particularly in the manufacturing sector.

Benefits

Subsidies are paid to employers for the training of workers in specific blue-collar trades or occupations that are in persistently short supply. The program is implemented and administered by the Commission's field offices. Training is provided by employers and/or employer associations to employee-trainees, in cooperation with the provinces, which provide technical support.

Who May Apply

Employers willing to provide subsidized training in eligible trades or occupations.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A705 CANADA MANPOWER MOBILITY PROGRAM

The Canada Manpower Mobility Program enables workers whose skills are not needed in their home areas to seek and accept employment in the nearest area that provides job opportunities.

Benefits

Several types of assistance are available. Among the more important are: exploratory allowances for travel costs to explore job opportunities; relocation allowances for moving-costs of worker and family to new job area; and temporary employment and seasonal agricultural work-allowances for travel and living costs for unemployed worker to travel to a temporary job providing a minimum of six weeks employment.

Other assistance available is: travel allowance to seasonal agriculture workers; trainee assistance under Canada Manpower Training Program; and special travel assistance for counselling, testing, etc.

Budget for 1979-80 was \$10 million.

Who May Apply

Unemployed, about to be unemployed, or under-employed workers who have no suitable job possibilities in their own localities. Workers must be registered with a local Canada Employment Centre.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

A706 ADJUSTMENT ASSISTANCE BENEFITS PROGRAM

The program facilitates employment adjustment among firms in the textiles, clothing, footwear and tanning industries by providing "last resort" income assistance to older laid-off workers.

Benefits

The program provides extended income support to workers affected by major employment disruptions directly associated with import competition in

the textiles and clothing and footwear and tanning industries. Expenditures in 1979-80 were \$3.3 million.

Who May Apply

To be eligible, layoffs must involve at least 10 per cent of the firm's work force or a minimum of 50 workers. Employees must be over 54 years of age and have a record of at least 10 of the last 15 years' employment with the industry concerned. The program provides additional income to support up to two-thirds of previous earnings following expiry of unemployment insurance benefits. Should the workers affected be able to find alternative employment, "top-up" provisions to the two-thirds level are available if required.

Inquiries

Labour Canada,
Ottawa K1A 0J2 (819) 997-3019

A707 PROGRAM FOR THE EMPLOYMENT DISADVANTAGED

The program's aim is to place in continuing employment in the private sector those who encounter serious barriers to employment. It is hoped this program will provide the same benefits to employers as the employment tax credit, which has now been discontinued.

Benefits

Employers who hire the handicapped or disadvantaged receive a subsidy of gross wages paid each new employee to a maximum of \$10,000 for any one person. Up to an additional \$5,000 per business establishment is available to assist in restructuring the work place or to provide equipment without which the new employment would not be possible. Up to \$100 per person employed under this program is available for the provision of protective clothing and equipment, provided it is not normally supplied by the employer or any level of government.

There are three phases to the subsidy. In the first phase, 85 per cent of gross wages are paid, in the second, 50 per cent and in the third, 25 per cent. For the handicapped, Phase 1 is three months, Phases 2 and 3, six months each. For the disadvantaged, all phases are three months for a total of nine. For entry to Phase 1, the handicapped person must have been unemployed for more than five weeks and be unlikely to find employment in the next 13 weeks; the disadvantaged person must have been unemployed for 20 of the past 26 weeks and be unlikely to find employment for a similar period in the future. For entry to Phase 2, both must have either completed Phase 1 or be considered employment disadvantaged and have recently completed remedial work experience or institutionally-based skills training.

Who May Apply

All Canadian employers are eligible.

Inquiries

Canada Employment Centres or

Canadian Employment and Immigration Commission,
Ottawa K1A 0J9

A800 SERIES: MISCELLANEOUS PROGRAMS

A801 INSTITUTIONAL ASSISTANCE PROGRAM: SCHOLARSHIPS AND STUDIES

Financial support is provided to non-profit institutions offering specialized services to industry, or to fund activities or studies that foster industrial development in Canada. The program has three sections: institutions, scholarships and studies, and miscellaneous. Under the scholarships and studies component, grants are provided for studies and scholarships, and the development of courses in areas where gaps in knowledge or deficiencies in the managerial or technological capabilities of certain sectors have been identified.

Benefits

At present, scholarships or study programs are funded in the areas of management improvement (including international business centres), design assistance, industrial design, footwear and tanning, and the clothing industry. The industry sectors being supported by the program change over time. For the institutions section, see B203.

Who May Apply

Non-profit institutions capable of providing specialized training services to industry or undertaking activities or studies that foster industrial development in Canada.

Inquiries

Technology Programs,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 995-8734

A802 BOOK PUBLISHING DEVELOPMENT PROGRAM

This program is designed to stimulate the Canadian-controlled book publishing industry to develop, publish, market and distribute books by Canadian writers for the Canadian book market. It is also designed to improve the professional skills of the book publishing industry and to enhance the foreign marketing of Canadian authored books.

Benefits

The program provides financial and other assistance for a number of purposes: development costs for certain non-recurring pre-publication expenses related to the development of Canadian-authored books; publication of Canadian textbooks and related learning materials; company analysis; managerial and operational improvement; research by groups of companies aimed at strengthening the companies through consolidation of part of their operations; project implementation resulting from the research; export promotion; foreign rights marketing; professional development; and research and documentation.

Who May Apply

Most aspects of the program are open to companies that are 75 per cent Canadian-owned and effectively controlled by Canadians, with annual sales

of Canadian-authored books in excess of \$100,000 (with some exceptions). However, all Canadian-based companies, regardless of their nationality of ownership and control, will be eligible for assistance in improving professional skills and foreign marketing.

Inquiries

Department of Communications,
Ottawa K1A 0C8

A803 CANADA COUNCIL GRANTS

The Canada Council provides assistance to individuals and organizations involved in the performing and visual arts and the publication of Canadian books and periodicals.

Benefits

Performing Arts: Eligible non-profit arts organizations may receive grants toward their operating costs or special projects. The Council also provides subsidies, technical assistance and support services to encourage touring by Canadian professional performing artists and companies in Canada.

Visual Arts: Grants are awarded to public galleries, galleries operated by professional artists, print workshops, and independent professional producers in both film and video. The Council also buys works of contemporary Canadian artists and rents them out to federal, provincial and municipal governments and organizations such as hospitals.

Publishing: The Council provides assistance to majority Canadian-owned publishing houses for publication, translation and promotion of Canadian books, supports literary and arts periodicals and national publishers' associations, and buys Canadian books for free distribution in Canada and abroad.

Who May Apply

Professional artists and organizations involved in the development, performance and encouragement of the arts in Canada.

Inquiries

Communications Service,
Canada Council,
Ottawa K1P 5V8 (613) 237-3400 ext. 210

Regional Office:

Century Place,
49 Pownall Street, PO Box 2680
Charlottetown, P.E.I. C1A 8C3 (902) 892-8223.

A804 DESIGN ASSISTANCE TO BUSINESS

Design Canada programs encourage Canadian design and product development through financial incentives, awards programs, management training, technical assistance, information seminars and development of the design professions. The programs are of special interest to small and medium-sized business.

Benefits

Design Canada provides:

Direct Financial Assistance: Contributions in industrial design projects may be made under the Enterprise Development Program (A302).

Financial Assistance for Design Education: Scholarships are given for post-graduate studies at domestic and international schools of design. (See also A801).

Advisory Services: Information is given on design matters to meet changing emerging industrial needs.

Design Awards: Design Canada/National Design Council gives awards for outstanding applications of design management and product design.

Design Promotion: Design Canada/National Design Council promotes the utilization of design as an element in achieving greater market penetration via seminars, films, audio-visual aids, publications, etc.

Who May Apply

Individuals or small and medium-sized businesses interested in product improvement and development and advanced design studies.

Inquiries

Design Canada (62),
Department of Industry, Trade and Commerce,
235 Queen Street, Ottawa K1A 0H5

A805 FASHION DESIGN ASSISTANCE PROGRAM (FDAP)

Fashion/Canada, a non-profit corporation, administers the Fashion Design Assistance Program (FDAP) to develop Canadian fashion design talent, strengthen innovative fashion design in the Canadian textile and apparel industries, and promote fashion design in domestic and international markets.

Benefits

Professional development grants enable designers in the Canadian fashion industry to improve performance through special courses.

Industry orientation projects upgrade the skills and knowledge of fashion design educators through active participation in apparel manufacturing firms.

Training-in-industry offers valuable industry experience to undergraduates of Canadian schools of fashion design as course extensions during summer holidays.

Grants enable designers employed in the Canadian fashion industry to improve performance through special courses that up-grade skills and knowledge of new design techniques.

Promotion assistance is provided fashion industry associations and provincial governments.

Who May Apply

Canadian textile, apparel and related businesses.

Inquiries

Fashion/Canada,
Ottawa K1A 0H5 (613) 995-6287

A806 FILM INDUSTRY ASSISTANCE

The Canadian Film Development Corporation fosters and promotes the development of a feature film industry in Canada.

Benefits

The Corporation will invest in individual Canadian feature film productions in return for a share in the proceeds from any such production; make loans to producers of individual Canadian feature film productions; advise and assist producers of Canadian feature films in the distributions of such films and in the administrative functions of feature film production.

Special tax provisions assist investors in certified feature films and short productions.

In 1979-80 loans and investments totalled \$4 million.

Who May Apply

Canadian producers of feature films.

Inquiries

Canadian Film Development Corporation,
Tour de la Bourse, Suite 2220,
800 Place Victoria,
Montreal H4Z 1A8 (514) 283-6363

Canadian Film Development Corporation,
111 Avenue Road, Suite 602
Toronto, Ontario M5R 3J8 (416) 996-6436

Canadian Film Development Corporation,
1237 Richards Street,
Vancouver, B.C. V6B 3G4 (604) 684-4829

A807 GRANTS TO FILM FESTIVALS IN CANADA

Grants to film festivals in Canada assist the Canadian film industry with the development of international markets, the cultural development of film audiences and the professional development of filmmakers.

Benefits

Eligible film festivals that are also supported by provincial governments and local industries may apply for grants varying between \$2,000 and \$50,000.

Grants made in 1980-81 totalled \$250,000.

Who May Apply

Canadian promoters of festivals that have established a strong international reputation for discovering good films and attracting buyers and reviewers.

Inquiries

Film Festivals Bureau,
Department of Communications,
Ottawa K1A 0C8

A808 PARTICIPATION IN FILM FESTIVALS ABROAD

Cinema Canada is a government organization that promotes Canadian films at approximately a hundred film festivals each year.

Benefits

Cinema Canada coordinates Canadian participation in film festivals and publicizes and promotes Canadian films at these festivals. At Cannes, the most important project in the program, Cinema Canada operates an office, publishes and distributes promotional material, and provides a working base for representatives of the Canadian film industry.

Who May Apply

Canadian producers and distributors of Canadian films.

Inquiries

Cinema Canada,
Ottawa K1A 0C8

A809 WORKERS' TOOLS — METRIC CONVERSION ASSISTANCE

The federal government provides assistance to workers whose employers require them to provide their own tools when those tools have to be duplicated because of metric conversion.

Benefits

The program places employees in approximately the same position as self-employed workers, who can deduct costs of tools as expenses against income. Following approval of the application, the Metric Commission will pay 50 per cent of the costs of purchase of new metric tools. This assistance will be available until March 31, 1982.

The cost of this program is approximately \$2 million per year.

Who May Apply

Individual workers who are required as a condition of employment to purchase metric tools.

Inquiries

Metric Commission Canada,
Ottawa K1A 0H5

A810 SMALL CRAFT HARBOURS

The Small Craft Harbours program provides facilities for commercial fishermen and for recreational use.

Benefits

The program provides and maintains harbours and support facilities for commercial fishermen and recreational boaters at approximately 2,300 locations in Canada. Harbours include breakwaters, moles, jetties, landing stages and wharfs. Support facilities include electric power outlets and lighting, hoists and other kinds of lifting devices for fish and gear at jetties, water supplies and, where required, dredging to maintain suitable depths of water. On-site harbour management services are provided at some of the larger facilities.

Federal assistance may be provided for marina developments undertaken by provincial or municipal governments or wharf development in areas in which it can be shown that such development will stimulate the tourism industry.

Approximately \$30 million a year is devoted to the Small Craft Harbours Program.

Who May Apply

Provincial or municipal governments or their agencies. Assistance to private developers is also available if it can be established that the development of such facilities fulfils an important social or economic need.

Inquiries

Small Craft Harbours Directorate,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 995-2003

A811 NORTHERN RESOURCES ROADS ASSISTANCE

The governments of the Yukon and Northwest Territories administer programs to assist in building roads for resource development.

Benefits

The Tote Trails Program (part of the Northern Exploration Facilities Program) is a cost-sharing program that covers both tote trails (low-standard roads designed to provide access to a resource project in the exploration, development or small-scale production stage) and other transportation modes, which in some instances may be less expensive or more appropriate, including low-standard airstrips, small docks, helicopter landing pads and seaplane bases.

Businesses engaged in exploration and development of northern resources may also be eligible for assistance in the construction of initial access roads and permanent access roads to development and production facilities.

Who May Apply

Businesses engaged in resource development in the Yukon and Northwest Territories.

Inquiries

Government of the Northwest Territories,
Yellowknife,
N.W.T. OXE 1H0 or

Government of the Yukon Territory,
Whitehorse, Y.T. or

Department of Indian Affairs and Northern Development,
Ottawa K1A 0H4

A812 PURCHASE AND USE OF SOLAR HEATING (PUSH) PROGRAM

PUSH is a program of purchases of solar equipment by the federal government for its own account. The program helps increase the use of solar energy

equipment and strengthen a new, regionally distributed, manufacturing industry. PUSH involves the use of solar hot water and space heating systems in both new and existing federal government buildings, and those owned by Crown corporations.

Benefits

Opportunities to develop, produce and sell solar heating systems.

Who May Apply

Producers of solar heating systems.

Inquiries

Solar Programs Office,
Public Works Canada,
Ottawa K1A 0M2

A813 HOME INSULATION ASSISTANCE

As part of its overall energy conservation program, the federal government assists owners to improve the insulation of homes.

Benefits

The Home Insulation Program (HIP), which applies to P.E.I. and Nova Scotia only, provides tax-exempt federal contributions of 100 per cent of the cost of insulation materials, weather stripping, caulking, storm windows and doors, up to a maximum of \$350 (\$70 for hostels) per self-contained unit or one-third of the cost of materials and installation up to a maximum of \$500 (\$100 for hostels) per unit. Residential dwellings built prior to 1977 are eligible for assistance. A CMHC certificate of eligibility must be issued before work starts.

The Canadian Home Insulation Program (CHIP) provides a taxable grant, in all provinces except P.E.I. and Nova Scotia, of 100 per cent of the cost of materials up to a maximum of \$350 and one-third of labour costs to a maximum of \$150 for single dwellings, for any housing in Canada constructed before 1961. Some small apartment buildings are also eligible for this assistance. Weatherstripping, caulking and ventilation materials are accepted under the program.

Funds available for 1979-80 were \$147.5 million.

Who May Apply

Owners of eligible accommodation.

Inquiries

Canadian Home Insulation Program (CHIP),
PO Box 700, St. Laurent Postal Station,
Montreal, Quebec H4L 5A8

CHIP also has offices in each province.

A814 SUPER ENERGY-EFFICIENT HOUSING DEMONSTRATION

The program assists in the construction of energy-efficient housing units.

Benefits

Funding assistance to design, construct, and evaluate houses; train builders and tradesmen; supervise construction; publicize and promote the demonstration; and maintain records of the construction process and energy performance of the houses once occupied.

Who May Apply

Builders.

Inquiries

Super Energy-Efficient Housing Demonstration,
Conservation and Renewable Energy Branch,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4

A815 ENERGY SYSTEMS ANALYSIS (ESA)

Cost-effective and energy-efficient building design has been shown to be achievable through energy analysis by computer and use of the ESA series of programs. Through this program the government encourages the use of energy-efficient designs.

Benefits

To stimulate energy conservation in commercial buildings, the government has made the ESA programs available to Canadian users.

Who May Apply

Any Canadian design engineer.

Inquiries

Public Works Canada,
Ottawa K1A 0M2

A816 OIL IMPORT COMPENSATION PAYMENTS

In April 1974 the federal government established a program to insulate the Canadian economy from the impact of the rapid rise in prices of foreign crude oil.

Benefits

The program compensates the importers of foreign crude oil for the difference between the average cost of crude oil imported to Montreal and the cost of similar Canadian crude oil delivered to Montreal.

Compensation payments of \$3.1 billion are estimated for the fiscal year 1980-81.

Who May Apply

Importers of foreign crude oil and petroleum products.

Inquiries

Petroleum Compensation Board,
Ottawa K1A 0E4 (613) 996-2611

A817 CANADA OIL SUBSTITUTION PROGRAM (COSP)

This program consists of grants to help cover the cost of converting homes and businesses from heating with oil to heating with natural gas, electricity, propane and renewable sources such as wood, solar, and wind.

Benefits

Grants of up to 50 per cent of approved conversion costs to a maximum grant of \$800.

Who May Apply

Owners of eligible property.

Inquiries

Canada Oil Substitution Program,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 995-9351

A 818 TRANSPORTATION SUBSIDIES

To ensure that comprehensive transportation systems are available to Canadians, despite the difficulties imposed by geography and a small and scattered population, the federal government subsidizes the provision and operation of transportation services.

Benefits

The federal government subsidizes operating deficits of small airports and regional air carriers; rail passenger and freight services and ferry services; construction and upgrading of highways and urban transportation systems.

The following subsidies, grants and contributions were made by Transport Canada and the Canadian Transport Commission in 1979-80:

	\$ million
Small airports	9.5
Regional air carriers	2.3
Highways	59.1
Urban transportation	16.3
Ferry services	141.9
Railway services	592.2
Railway crossings	16.6
Railway & boxcar rehabilitation	73.5

Who May Apply

Regional air carriers, railway and ferry companies, and other elements of the transportation industry.

Inquiries

Canadian Transport Commission,
Hull K1A 0N9 or

Transport Canada,
Ottawa K1A 0N5

A819 BUSINESS COUNCILS

A business council coordinates volunteer specialist resources made available to it by the area's larger business enterprises. These volunteer consultants are then made available to small manufacturers at a nominal fee that partially offsets the council's operating costs. The business council thus enables small manufacturers obtain the advice of specialists who are familiar with the "state of the art" as it relates to a variety of problems encountered by small manufacturers.

Benefits

The program provides a contribution of up to 50 per cent of the operating costs of a business council formed to assist small manufacturers with problems associated with improving productivity. The remainder of a business council's funding requirements must be obtained from the respective provincial and/or municipal government.

Who May Apply

Any group of high-profile citizens of a major metropolitan area that desires to establish itself as a council for the purpose of providing counselling assistance to small manufacturers. The program can be practical only when the council serves an area having a large industrial base, hence, only major metropolitan areas can be considered as appropriate council locations.

Inquiries

Programs Branch,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

PART B INFORMATION AND SERVICES

B100 SERIES: MARKET DEVELOPMENT

B101 CANADIAN COMMERCIAL CORPORATION

The Canadian Commercial Corporation (CCC), a Crown corporation, assists the development of trade between Canada and other nations. It provides procurement and consultative services to over 90 countries. In 1979/80, the CCC had over 2,800 active contracts directly involving more than 300 Canadian firms and 50 governments and international agencies.

With the many opportunities around the world for capital projects, and with the increased number of countries preferring government-to-government transactions and relationships, CCC supports the private sector in responding effectively to opportunities for capital projects, involving the supply of both equipment and services.

The CCC acts as the prime contractor with the client country and subcontracts goods and services with Canadian firms. It provides Canadian suppliers with access to foreign government purchasing offices, assumes responsibility for the administration of contracts and, as required, arranges shipment, inspection and acceptance. It makes prompt payment to Canadian suppliers upon shipment of goods and can assist in securing bid and performance bonds. Seven of the ten members of the CCC Board are drawn from the business community and have extensive experience in international trade.

Inquiries

For individual item procurement information:

Export Supply Centre,
Canadian Commercial Corporation,
Ottawa K1A 0S6 (819) 997-5714

For assistance with capital projects overseas:

Canadian Commercial Corporation,
Ottawa K1A 1E9 (613) 996-0034

B102 EXPORTS TO DEVELOPING COUNTRIES

The Canadian International Development Agency (CIDA) administers Canada's development cooperation programs in over 70 countries. CIDA relies on private enterprise to implement most of its projects, spending the largest part of its budget on private contractors, consultants, trading houses, suppliers and manufacturers in Canada.

Normally, contracts for services and consulting work are awarded only to Canadian controlled firms managed and operated in Canada. Such companies, institutions or individuals must be registered with CIDA. There are no restrictions on the ownership of firms supplying goods and materials for use in CIDA projects, but at least two-thirds of the goods' content must be Canadian.

Inquiries

Businesses wishing to supply goods, materials or equipment to CIDA should register with the Sourcing and Priorities Division, Department of Supply and Services, Hull, Quebec K1A 0S5

Businesses wishing to sell goods or services directly to developing countries should register with the Office of Overseas Projects Branch, Department of Industry, Trade and Commerce, Ottawa, Ontario K1A 0H5

Businesses wishing to be considered for service or consulting contracts should register with the Director, Consultant and Industrial Relations, CIDA, Hull, Quebec K1A 0G4

B103 IMPORT ANALYSIS

The Import Analysis Program assists industrial development and domestic sourcing by providing analysis of imports in significantly greater detail than is available from regular data produced by Statistics Canada. Priority is given to requests for analysis that involve increased employment or possible industrial development.

Inquiries

Corporate Systems Branch,
Import Analysis Division,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-4446

B104 INDUSTRY SECTOR BRANCHES

The Department of Industry, Trade and Commerce has as its prime point of contact with industry the following eleven industry sector branches:

	Telephone
1. Agriculture, Fisheries & Food Products	(613) 995-8107
2. Chemicals	(613) 593-4842
3. Construction & Consulting Services	(613) 593-7747
4. Distribution Services	(613) 593-7981
5. Electrical & Electronics	(613) 593-4481
6. Machinery	(613) 992-1004
7. Resource Industries	(613) 992-5065
8. Textiles & Consumer Products	(613) 996-0087
9. Transportation Industries	(613) 995-3201
10. Transportation Services	(613) 995-8308
11. Grain Marketing Office	(613) 992-7404

The branches' primary responsibilities are to:

promote growth and competitiveness in the manufacturing, processing and service sectors;

act as contacts for the manufacturing and processing industries and selected service sectors in their dealings with the federal government;

deliver departmental programs and services and ensure that Canadian enterprises obtain the optimal benefits from assistance and incentive

programs administered by IT&C and other government departments and agencies;

assist Canadian business in the identification and exploitation of both domestic and export market opportunities and safeguard business interests in international markets.

Inquiries

Individual industry sector branches at the Department of Industry, Trade and Commerce, Ottawa K1A 0H5 or its regional offices (D4)

B105 INTER-FIRM COMPARISONS

The Inter-Firm Comparison Program helps individual companies improve their productivity and profitability by identifying, on a confidential basis, their relative strengths and weaknesses in comparison with others. To date, inter-firm comparisons have been completed on about 1,200 companies in 45 sectors.

Inquiries

Programs Branch,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 995-0874

B106 PHYSICAL DISTRIBUTION ADVISORY SERVICE (PDAS)

PDAS provides advisory services to companies within the Atlantic region on matters relating to inventory management, warehousing, transportation, material handling, customer service, market forecasting, plant and warehouse site selection, delivery service, order processing and protective packaging. All businesses in the Atlantic region are eligible to apply.

Inquiries

Physical Distribution Advisory Service,
PO Box 577, Moncton, N.B. (506) 855-0038 or
Department of Regional Economic Expansion,
Moncton, N.B. (D3)

B107 TRADE COMMISSIONER SERVICE

The Trade Commissioner Service promotes Canada's export trade and protects its commercial interests in foreign countries. It acts as an export market consultant and provides information on credit, tariffs, import and exchange controls and terms of payment. Trade commissioners systematically identify market opportunities for Canadian products and impediments to Canadian trade.

The Trade Commissioner Service encourages foreign investment in Canada and assists Canadian firms to establish licencing arrangements leading to the manufacture in Canada of new products. The Service maintains 90 offices in 66 foreign countries. Trade commissioners will intercede when disputes develop between a foreign buyer and Canadian seller.

Inquiries

Regional offices of the Department of Industry, Trade and Commerce (D4)
or

Ottawa K1A 0H5

B108 BUSINESS OPPORTUNITIES SOURCING SYSTEM (BOSS)

BOSS is a computer-based data system developed to promote Canadian business, its products and services by making this information known to all Canada's trade commissioners abroad and other federal and provincial industry officers across Canada. BOSS is also used as an information source for the production of appropriate IT&C directories, which are frequently the principal reference source for Canadian and foreign buyers seeking Canadian goods and services.

To be included in these directories, businesses should apply to the department.

Inquiries

Corporate Systems Branch (97/1),
Department of Industry, Trade and Commerce,
235 Queen Street,
Ottawa K1A 0H5 (613) 992-9128

B109 INTERNATIONAL BUREAUS — SERVICES FOR EXPORTERS

The international bureaus of the Department of Industry, Trade and Commerce are the central points of contact for businesses on matters affecting Canada's trade and economic relations with other countries and areas. They provide intelligence on Canada's trade with other countries and are responsible for trade relations and export marketing development strategies for these areas. The types of services available are:

Market Information: economic outlook of various countries and specific product market information.

Market Access Information: comprehensive information on tariffs, regulations, licensing, standards, documentation, etc.

Special Access Assistance to the U.S. and Other Markets: comprehensive information on U.S. and other country classifications, valuation, non-tariff access requirements and special trade problems.

Publications:

Markets for Canadian Exporters — a wide range of general information about countries, their business climate and commercial milieu

Information for Canadian Businessmen — reprints of useful articles from various sources

Shipping Documents and Customs Regulations — for specific countries

Inquiries

Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

B110 INTERNATIONAL TRADE DATA BANK

The International Trade Data Bank consists of information on the imports and exports of 41 major countries as reported annually to the United Nations. The 41 countries report the origin and destination of their imports and exports, providing approximately 265 individual partner country and region possibilities. The data run from 1962 to the most current year available. They are updated annually and information for the past calendar year is normally available for all OECD countries and certain developing countries within the first nine months of the calendar year. Data for other developing countries are subject to lags of two to three years. Although some quantity data are available for certain commodities and countries, coverage is not as consistent as the value data. User charges for data are based on an initial estimate followed by actual cost recovery.

Inquiries

Trade Commissioner Service and Canadian Regional Offices,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

B111 MASTER CONSTRUCTION SPECIFICATION

The Government/National Master Construction Specification (GMS/NMS) is a computerized master specification system, in both official languages, containing most typical specification paragraphs required for building, marine, and heavy civil engineering projects. Construction Specifications Canada, a national non-profit organization, working under contract to the federal government, has collected private-sector comments on the GMS, which will be incorporated into the master specification to produce an NMS suitable for use by both the government and the private sector.

Inquiries

Public Works Canada,
Ottawa K1A 0M2

B112 OFFICE OF OVERSEAS PROJECTS — EXPORT ASSISTANCE

The Office of Overseas Projects of the Department of Industry, Trade and Commerce cooperates with Canadian bidders on overseas projects.

The three geographic divisions of the Office identify projects at an early stage, determine Canadian capability to supply the elements raised by the project, identify appropriate specific Canadian suppliers, and give these suppliers market development and promotion assistance in putting together the financing package to meet the requirements of the client and in securing the bonding and other surety required by the exporter.

The Office liaises with the Export Development Corporation on operational matters when financing is involved; with CIDA, the World Bank, and other regional development banks and financial institutions for all operational matters; and with the Canadian Commercial Corporation. Another important function of the Office is to arrange and coordinate responses to the many

opportunities that exist for marketing packages of complementary equipment.

Inquiries

Office of Overseas Projects,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5

B113 COST-RECOVERABLE TECHNICAL ASSISTANCE (CRTA) PROGRAM

Over the years, the various levels of government in Canada have developed a reservoir of expertise which is not always available in the private sector. The CRTA program is designed to provide this public sector expertise on a cost-recovery basis to: 1) foreign countries on a government-to-government basis, and 2) Canadian companies, particularly those involved in the export marketing of capital projects.

The CRTA provides expertise to foreign countries in areas where Canadian firms have supply capabilities, to maximize the possibility of developing exports of manufactured goods and services; and assists Canadian companies bidding on foreign projects by providing the help of Canadian government experts to improve their chances of success.

Inquiries

Office of Overseas Projects,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 995-9092

B114 SELLING TO GOVERNMENT

The Department of Supply and Services consists of the Supply Administration and the Services Administration.

The Supply Administration buys close to \$3 billion worth of goods and services annually in support of the programs of other federal government departments and agencies.

Supply activities include requirements definition; acquisition of goods and services of a scientific, engineering and commercial nature; maintenance and repair of government machinery and equipment; printing; publishing; traffic management; security and assets management services; expositions warehousing and distribution services. The vast majority of these goods and services are obtained from the private sector.

Suppliers wishing to do business with the federal government should ensure that they are on the appropriate DSS Source Lists by contacting the nearest DSS Supply Centre (D6) or writing;

Executive Secretary,
Supply Administration,
Ottawa K1A 0S5 (819) 997-2686/997-7116

The Services Administration contains two specific areas of activity of interest to the business community. They are the Bureau of Management Consulting and the Audit Services Bureau.

The Bureau of Management Consulting employs private sector consultants on a number of specific projects. A data bank records the qualifications of consultants who have indicated interest in such assignments and is used in the selection of consultants for employment under contract.

The Audit Services Bureau provides audit services to federal departments and agencies. To augment its work force, the Bureau annually invites professional firms interested in working with the Bureau on a contract basis to submit applications. Notification to the industry is accomplished through advertisements placed in newspapers across Canada.

Inquiries

Department of Supply and Services,
Hull K1A 0S5
See D6 for regional offices

B115 CANADIAN BUSINESS SUB-CONTRACTING OPPORTUNITIES PROGRAM

This program is designed to allow small businesses to benefit from the large \$2 million-and-over contracts on which they are too small to bid, by helping them to sub-contract from the major supplier.

Each prime contractor is asked to appoint a Canadian Supply Liaison Officer, whose main concern is to ensure that Canadian companies have the chance to bid on all possible requirements. The Supply Liaison Officer is the day-to-day contact for small businesses.

On proposals submitted to government worth over \$2 million, full information will be published in DSS's weekly *Bulletin of Business Opportunities*. Program needs, production requirements and sub-contracting opportunities will be carefully outlined.

On contracts of over \$2 million, prime contractors will be required to provide a Canadian Business Opportunities Plan. This will outline how much of their sub-contracting is placed in Canada, how much is with small business and how it is allocated throughout the country.

Special sub-contracting opportunities' shows are being organized across the country, at which major suppliers will display their products, showing in detail what they buy. These shows will provide opportunities for small and medium-sized Canadian companies to pursue orders for raw materials, components or parts.

Inquiries

Department of Supply and Services,
Hull K1S 0S5
See D6 for regional offices

B116 GOVERNMENT PROCUREMENT AGREEMENT

This Agreement is designed to open a substantial portion of government procurement to international competition on a non-discriminatory basis. The countries involved include Canada, the United States, all member states of the European Economic Community (Common Market), Switzerland, Austria,

the Nordic Countries, Japan, Hong Kong and Singapore. The Agreement covers purchases valued in excess of about \$220,000 (Canadian) for a wide range of products, such as office furniture, machines, electronics equipment, and special vehicles. There are exceptions to the Agreement, including purchases for national security purposes, construction and services contracts, prototypes and first products from a research and development contract.

Canadian producers of goods covered by the Agreement now have an expanded range of export opportunities. However, they must be registered with the appropriate government purchasing agencies.

Inquiries

Regional Offices of ITC (D4) or

Office of General Relations,

Department of Industry, Trade and Commerce,

Ottawa K1A 0H5 (613) 995-8228

B117 TOURISM INDUSTRY ASSISTANCE

The Canadian Government Office of Tourism provides a wide range of services and information to the Canadian tourism industry and the travel trade in Canada's key foreign markets. Services include:

- economic studies of tourism industry proposals;

- coordination of federally supported student summer and other temporary employment programs in the industry;

- operation of the Tourism Reference and Data Centre, a central source of data for planning and research purposes;

- mass media advertising campaigns in cooperation with private industry and other levels of government;

- direct mailings to high probability consumers;

- Rendez-vous Canada, a marketplace for foreign buyers and Canadian suppliers of package tours;

- operation of field offices in Vancouver, Edmonton, Winnipeg, Toronto, Montreal and Halifax to assist regional tourism businesses;

- development of Canadian vacation packages;

- provision of promotional and industry assistance publications, films and speakers;

- assistance to tourism industry development through cooperation with the provinces, trade associations, federal government departments and crown corporations;

- packaged tour inventory;

- research seminars for the industry.

Inquiries

Canadian Government Office of Tourism,

Ottawa K1A 0H6

B200 SERIES: RESEARCH AND DEVELOPMENT

B201 CANADA INSTITUTE FOR SCIENTIFIC AND TECHNICAL INFORMATION (CISTI)

CISTI ensures that the Canadian academic, government and industrial sectors have access to world-wide scientific and technical information. Services include answers to specific questions, state-of-the-art reviews, an on-line retrieval system, a computer-assisted current awareness service, provision of a variety of hard copy back-up resources through a loan or photocopy service, and access to expertise. CISTI's strength is based on a comprehensive collection of scientific and technical material, maintenance of directories of centres of expertise in Canada, a well-trained and experienced staff, and its location as an integral component of a large research organization.

Requests are received and responded to by telephone, telex, postal service, courier service and telecopiers. Machine readable files can be accessed throughout Canada and results printed on local terminals. Through the Canadian library network, requests not satisfied locally are forwarded to CISTI, or alternative and close locations of material are provided by CISTI to the client.

Inquiries

National Research Council,
Ottawa, K1A 0R6
See D10 for regional offices

B202 TECHNICAL INFORMATION SERVICE (TIS)

The NRC/TIS provides Canadian manufacturing industry with the most direct access possible to current technology for the solution of industrial problems. Its services are of particular use to industries that have few technical resources.

NRC/TIS helps industry adapt existing scientific and technological knowledge to its own specific operations (technology transfer). This includes assisting it to solve technical problems, improve production operations, increase productivity, develop new processes, products and markets, reduce costs and increase profits.

A distinctive feature of NRC/TIS is its field service, whose engineers and scientists make in-plant contact with clients. The field service assists clients to identify and solve their technical problems, helps them to enhance their technological capabilities and performance and makes them aware of the availability and value of technical information. The field services are supported by a group of specialists at the NRC/TIS national office in Ottawa.

The NRC/TIS serves industry through four inter-related programs:

Technical Enquiries Program — offering solutions to specific problems.

Industrial Engineering Program — giving on-site assistance with production operations and productivity improvement.

Technological Development Program — keeping industry aware of technological developments pertinent to their interests.

Science & Engineering Student Program (SESP) — extending TIS activities through senior students undertaking short-term in-plant projects.

Inquiries

National Research Council,

Ottawa K1A 0S3

See D10 for regional offices

B203 INSTITUTIONAL ASSISTANCE PROGRAM: BUSINESS INSTITUTES

Financial support is provided to non-profit institutions offering specialized services to industry, or to fund activities or studies which foster industrial development in Canada. The program has three sections: institutions, scholarships and studies, and miscellaneous. Under the institutions section, seed money is provided to industry associations, research institutes etc., with terms and conditions which require financial self-sufficiency within a reasonable period of time.

Persons wishing to benefit from existing business institutes, facilities or organizations should contact them directly (D13).

Already receiving support from the program are such diverse sectors and activities as ocean engineering, food products development and industrial research.

Inquiries concerning possible new business institutes should be directed to the Department of Industry, Trade and Commerce. For the scholarships and studies section, see A801.

Inquiries

Technology Programs,

Department of Industry, Trade and Commerce,

Ottawa K1A 0H5 (613) 995-8734

B204 SCIENTIFIC AND TECHNICAL SERVICES

National Research Council laboratories carry out a wide range of activities aimed at improving the technical competence of Canadian companies. They provide services that include assistance with research; production of building and fire codes, standards of mass, length, time, frequency and radiation; provision of national testing and experimental facilities such as wind tunnels, marine dynamics and ship laboratory, engine test facilities and railway engineering test beds; and administrative support for extramural programs. Included also are laboratory R&D contracts to industrial performers and a major space project, the development of the teleoperator remote manipulator system by NRC contracts with Canadian industry.

Inquiries

National Research Council,

Ottawa K1A 0R6

B205 TECHNICAL SUPPORT FOR SPACE-RELATED INDUSTRY

The David Florida Laboratory facilities are available to Canadian industry and universities on a cost-recovery basis, primarily for assembly and testing of space hardware. Test facilities include: thermal and thermal vacuum test chambers; vibration test facilities; radio-frequency test facilities, including anechoic chamber and antenna range; and radio-frequency interference and electromagnetic compatibility test facilities.

The High Reliability Laboratory was established primarily to support the space technology development and applications programs by assessing the reliability of electronic components, devices and materials. This role was expanded to provide a service to other agencies and Canadian industries on a cost-recovery basis. With the recent establishment of a limited Canadian industrial capability in this field, the High Reliability Laboratory now accepts only specialized and complex problems on a cost-recovery basis.

Inquiries

Manager, David Florida Laboratory (613) 596-9444

Manager, High Reliability Laboratory (613) 596-9201

or write

Communications Research Centre,

Department of Communications,

Box 11490, Station H,

Ottawa K2H 8S2

B206 TECHNOLOGY TRANSFER — AECL

Atomic Energy of Canada Ltd. pursues an active program of transferring to industry technology developed in its laboratories. A successful vehicle for such transfer is the attachment of scientific and technical personnel from industry and Canadian power utilities. In any given year, between 50 and 100 persons are usually at AECL facilities on this program. The company assists industrial engineering firms new to nuclear engineering work by contracting out successively more complex research and development projects. Developments with significant industrial potential can be licensed to manufacturers. Under appropriate conditions AECL laboratories and staff are available for assistance in solving problems of industry or for carrying-out specific R&D assignments.

AECL seeks industrial representation on technical committees dealing with problems such as future fuel cycles, present fuel supply and performance, fabrication processes, component supply, in-service inspection, and plant design. AECL also encourages and sponsors symposia or other means of communication to discuss changing requirements for products, specifications, and reliability of materials and components for nuclear applications, and also as a spin-off for non-nuclear applications.

Inquiries

Atomic Energy of Canada and

Atomic Energy of Canada

Research Company

Business Development Office,

275 Slater Street,

Ottawa K1A 0S4

Atomic Energy of Canada Research Company,
Chalk River Nuclear Laboratories,
Chalk River, Ontario K0J 1J0

Atomic Energy of Canada Research Company,
Whiteshell Nuclear Research Establishment,
Pinawa, Manitoba R0E 1L0

B207 WATER POLLUTION TECHNOLOGY

To improve the state of preparedness in Canada for dealing with environmental emergencies, the Department of the Environment collaborates with industry through technology development and transfer. Its Wastewater Technology Centre encourages cooperative projects with industry, taking advantage of its on-site and mobile trailer facilities to solve waste treatment and disposal problems. Specific projects have involved pulp and paper wastes, mining effluents, sludge-newspapers incineration, determination of toxicity removal capabilities of treatment systems, and effectiveness of on-line monitoring and process control equipment. Equipment is available for rent. Water Pollution Control Directorate (819) 997-1220.

Through the department's Research and Development Program, contracts are awarded for research and development on oilspills technology. Tenders for new studies are called for by the Department of Supply and Services. The two phases of the program are the Arctic Marine Oilspill Program (AMOP) and the "southern" program for relatively small spills (of which thousands occur annually in Canada) and very large oil spills. The cost of both programs in 1980-81 was \$1,350,000. Consultants and university researchers are invited to apply.

Inquiries

Department of the Environment,
Ottawa K1A 1C8 (819) 997-2800

B208 RESEARCH AND DEVELOPMENT ON HOUSEBUILDING

The Canada Mortgage and Housing Corporation (CMHC) administers the National Housing Act. Under Part V of the Act, CMHC funds research and studies on all phases and segments of the Canadian housing market, including ways to reduce housing costs to provide sound and economical housing. Research results are made available through publications, building plans, and demonstration projects.

Inquiries

Canada Mortgage and Housing Corporation,
Ottawa K1A 0P7

B209 TELECOMMUNICATIONS ENGINEERING LABORATORY

The Telecommunications Engineering Laboratory of the Department of Communications offers a service for the technical assessment, testing or

certification of certain types of telecommunications apparatus on a cost-recovery basis.

Inquiries

Telecommunications Engineering Laboratory,
Engineering Support Division,
1241 Clyde Avenue,
Ottawa (613) 996-4824 or 995-8957

B210 PATENTS

The Patent Office administers the Patent Act, which grants a 17-year exclusive right to an inventor to make, use and sell his or her invention in Canada. In return for this right the inventor is required to make public a full description of the invention.

The Patent Office Library, which is open to the public, contains information on Canadian and foreign patents and international journals and bulletins. The Patent Office offers copies of patents for sale and publishes the weekly *Patent Office Record* (subscription \$26 per year) which gives brief technical descriptions of inventions patented in the previous week.

Inquiries

Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9

B211 CANADIAN PATENTS AND DEVELOPMENT LIMITED (CPDL)

CPDL, a Crown corporation, licenses commercial exploitation of inventions arising from publicly funded research and development; for example, government departments, universities and public research institutions. Businesses and individual entrepreneurs may obtain rights on reasonable terms to develop and produce inventions that have been assessed for patentability and commercial use.

Inquiries

Canadian Patents and Development Ltd.,
275 Slater Street,
Ottawa K1A 0R3

B212 CONSTRUCTION TECHNICAL SYSTEMS SUPPORT

The Technical Systems Secretariat within Public Works Canada supports the use of numerous computer design tools in such areas as energy analysis, solar design, structural design, lighting system design and other topics related to the design and construction of buildings, bridges and marine installations. Many of these programs are available in various ways for use by consulting firms and other members of the public.

Inquiries

Technical Systems Secretariat,
Public Works Canada,
Ottawa K1A 0M2

B300 SERIES: PRIMARY INDUSTRIES

B301 AGRICULTURE INFORMATION SERVICES

The federal government issues reports daily, weekly, monthly, quarterly and annually on the marketing of livestock, dairy products, eggs and other poultry products, fruits and vegetables, maple products and honey. The figures are gathered from the principal centres of Canada and cover receipts at markets, unloadings and related matters. Information about Agriculture Canada's policies, programs and activities is available from its Information Services Branch. The branch also has a public services section to provide expert replies to technical questions addressed to the department. The specialists of this unit give advice and information by letter, telephone or in person.

Inquiries

For market information:

Marketing Services Division,
Marketing and Economics Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-5880

For general information and advice on technical questions:

Information Services,
Agriculture Canada,
Ottawa K1A 0C7 (613) 995-8963

B302 FARM BUILDING PLANS SERVICE

Federal and provincial agricultural engineers cooperate to produce building plans for a wide variety of farm users. Leaflets describing the plans, and the plans themselves, are available only through provincial departments of agriculture.

Inquiries

Provincial departments of agriculture or, for general information:

Engineering and Statistical Research Institute,
Research Branch, Agriculture Canada,
Ottawa K1A 0C5 (613) 995-3151

B303 AGRICULTURAL ENGINEERING RESEARCH AND DEVELOPMENT

The Agricultural Engineering Research and Development Program (AERD) improves such areas as mechanization, buildings and energy utilization for farmers and assists Canadian industry in increasing agricultural engineering R&D effort.

Funds are provided for proposals solicited through the Science Procurement System of the Department of Supply and Services. Proposals can be made in response to advertised general program priorities or specific requirements

and at the initiative of the proposer who recognizes a previously unmet need for specific work.

Inquiries

Research Branch,
Agriculture Canada,
Ottawa K1A 0C5 (613) 995-7084

B304 CANADA GRAINS COUNCIL

The Canada Grains Council provides an industry-wide forum for discussions on problems facing the grain industry and makes recommendations directly to government. Twenty-nine industry associations, including producer groups, are members. Expenses are funded by membership fees and a contribution from the federal government. Contribution in 1978-79 was \$60,000. The program is operated by members of the Canada Grains Council.

Inquiries

Canada Grains Council, Suite 400, 177 Lombard Avenue,
Winnipeg, Manitoba R3B 0W5 (204) 942-2254 or

Grain Marketing Office,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-7404

B305 GRAIN MARKET DEVELOPMENT

The Canadian International Grains Institute operates programs to improve export market opportunities for Canadian grain, oilseeds and related products.

The federal government contributes about \$800,000 per year to the costs of the Institute, which conducts courses in grain handling, transportation, marketing, flour milling, bread baking and macaroni manufacturing for Canadians and for foreigners selected from countries purchasing these commodities. The program is operated by members of the Canadian International Grains Institute.

Inquiries

Canadian International Grains Institute, Winnipeg, Manitoba (204) 985-5344
or

Department of Industry, Trade and Commerce, Grain Marketing Office,
Ottawa K1A 0H5 (613) 992-7404

**B306 PRAIRIE FARM REHABILITATION ADMINISTRATION
(PFRA)**

The Prairie Farm Rehabilitation Administration (PFRA) provides ongoing programs and projects to conserve and develop the soil and water resources of Manitoba, Saskatchewan and Alberta. It develops and promotes improved

systems of farm practice, tree culture, water supply and land utilization; and provides infrastructure assistance programs to agricultural service centres in the Prairie provinces, particularly in the provision of water supply and waste disposal facilities. The information division of PFRA provides a full range of information and technical support services. Reports, brochures, and related items are made available to the public.

Inquiries

Prairie Farm Rehabilitation Administration,
Department of Regional Economic Expansion,
Motherwell Building, 1901 Victoria Avenue,
Regina, Saskatchewan S4P 0R5 (306) 569-5088

B307 CANOLA UTILIZATION ASSISTANCE PROGRAM

The federal government provides grants to the Canola Council of Canada to support research designed to increase the commercial utilization of rapeseed and its products. The grant in 1979-80 was \$375,000.

The program is operated by the Canola Council of Canada, which supports research in universities and private research institutes.

Inquiries

Canola Council of Canada, Winnipeg,
Manitoba (204) 994-7204 or

Grain Marketing Office,
Department of Industry, Trade and Commerce,
Ottawa K1A 0H5 (613) 992-7404

B308 FISH INSPECTION SERVICES

The program ensures that domestically produced and imported fish and fishery products are safe, of acceptable quality, and properly packaged, labelled, stored and transported. Regulatory requirements cover construction, equipment, sanitary operation and fish quality aboard vessels and during unloading and transporting; registration of fish processing plants; inspection and grading of products; and product certification for foreign markets. Advice is provided to consumers, fishermen and processors.

Inspection is an integrated field inspection and laboratory program. Enforcement is effected through officers stationed at some 130 locations and supported by strategically located inspection laboratories.

Inquiries

Inspection and Technology Branch,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 995-2203

B309 FISHERIES MARKET INFORMATION AND SUPPORT

This federal program strengthens the industry's capabilities in marketing and associated activities to obtain the highest return from the fishery resources of

Canada. Services include: statistical and management information, trade and market outlook reports, market analysis and identification of market opportunities, marketing plans, policies and strategies to improve marketing efficiency, consumer education and promotion of fishery products, support of new product development, and price support operations.

Specific projects include: the Fisheries Food Centre, world-wide marketing studies, special marketing and sales missions and products promotion.

Inquiries

Marketing Services Branch,
Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 995-2177

B310 FRESHWATER FISH MARKETING CORPORATION

The Freshwater Fish Marketing Corporation was established for the purpose of marketing and trading in fish, fish products and by-products. It has exclusive rights in inter-provincial and export trade to market the products of the commercial fishery of provinces and territories participating in the program (Alberta, Manitoba, Saskatchewan, Ontario and the Northwest Territories. In the case of Ontario, participation applies to the northwest section of the province).

Inquiries

Freshwater Fish Marketing Corporation,
Winnipeg, Manitoba R2C 3L4 (204) 222-7301 or

Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 995-0459

B311 CANADIAN SALTFISH CORPORATION

The Canadian Saltfish Corporation is a Crown corporation that has powers to regulate interprovincial and export trade in saltfish in order to improve the earnings of inshore fishermen and saltfish producers. Under legislation of participating provinces (Quebec and Newfoundland) the Corporation is given exclusive rights to buy and market saltfish. It also purchases fresh fish for salting.

The Corporation provides orderly marketing for the fishery and buys and sells to fishermen and producers, salt, containers, and other materials used in the curing and handling of cured fish. It spends about \$500,000 per year on facilities modernization, infrastructure improvement, product development and quality control.

Inquiries

Canadian Saltfish Corporation,
St. John's, Newfoundland A1C 5X8 (709) 737-6081 or

Department of Fisheries and Oceans,
Ottawa K1A 0E6 (613) 996-0459

B312 MARINE SCIENCE INFORMATION

The Canadian Hydrographic Service (CHS) conducts bathymetric and other surveys of all Canadian navigable waters directed towards the production of navigation, resource and recreational charts and related publications (613) 995-4437.

The Marine Environmental Data Service (MEDS), Canada's national repository of oceanic and related data, offers a variety of technical inventories, products and services, such as data acquisition, computer processing, data archiving, computerized retrieval and display and national data inventories (613) 995-2011.

The Scientific Information and Publications Branch of the Department of Fisheries and Oceans publishes scientific and technical information produced by the department and other institutions performing related work (613) 996-5840.

Inquiries

Department of Fisheries and Oceans,
Ottawa K1A 0E6

B313 WATER MANAGEMENT PROGRAMS

Under its Water Management Data service, the Department of the Environment cooperates with other agencies and governments to collect and disseminate information on water quantity, ice and snow, sediment, water quality, and socio-economic data for national and interjurisdictional water resource management. Data are made available to other users, including industry. The main users are the water resource agencies of governments, electric power, irrigation, water-transport, and related industries. Most quantitative data are distributed via annual publications and are available in computer format from data banks such as NAQUADAT. Non-numeric information is obtainable from other information systems. All information is made available to industry. Charges are made for some services.

The federal government contributes to the planning and implementation of water management programs through federal-provincial and Canada-U.S. cost-sharing agreements or other arrangements. The agreements may be directed towards planning, flood-risk mapping, construction of dikes, flood forecasting, implementation of river basin plans, etc. Most resources are directed to industry for planning, construction of dams, flood-dyking systems and construction works associated with water management.

Inquiries

Inland Waters Directorate,
Department of the Environment,
Ottawa K1A 0E7 (819) 997-2055

B314 FORESTRY

The Canadian Forestry Service (CFS) engages in a number of major research activities to help the provinces and industry effectively manage and use our forest resources. It researches ways to improve forest productivity, including

studies of soil, fertilizers, genetics, insect and disease control and tree biology. Methods are sought to increase forest yields and improve harvesting and reforestation practices. Economic studies are made of forest resources, forest industries and forest products marketing. Research is conducted on properties and behavior of wood, protection of wood in use, chemical composition, pulping processes and packaging.

Technology developed in CFS laboratories is transferred to private industry through contracts and other arrangements. CFS provides FORINTEK with \$4.5 million a year for forest products research; contracts with the Pulp and Paper Research Institute (PRIC) for specific tasks; and grants \$1.4 million a year to the Forest Engineering Research Institute of Canada (FERIC) on a matching dollar basis with industry. CFS also provides some \$300,000 annually to Canadian forestry schools in block grants.

Inquiries

Forestry Research and Technical Services (819) 997-1305

Forestry Policy and Economics (819) 997-1462

Canadian Forestry Service,
Department of the Environment,
Ottawa K1A 0E7

B315 NATIONAL ENERGY BUS PROGRAM

The federal government and participating provinces provide a free service to industry and commerce to identify energy waste and opportunities to reduce energy consumption and costs. By means of mobile, computer-equipped vehicles, on-site plant audits are conducted to analyse energy use patterns and recommendations are offered on possible corrective measures. The program is implemented by federal-provincial cost-sharing agreements. Program administration is the responsibility of the provinces.

Inquiries

Department of Energy, Mines and Resources,
Ottawa K1A 0E4

B316 LAND INVENTORY AND LAND USE MANAGEMENT

The federal and provincial governments cooperate to provide land use capability maps and reports. Land use and special land study reports are available to government and the private sector in resource development planning and in conducting environmental impact assessments. Private-sector consulting firms participate in, and utilize, information related to resource inventories, land use research and planning, and ecological research.

Computerized land data services are provided to federal, provincial and municipal governments and to the private sector through the Canada Land Data System. Other physical, biological, social and economic data on Canada's land resources are also stored on CLDS. A familiarization and training program informs resource planning and management agencies of the CLDS capabilities and applications. The objective is to enable clients to utilize the System through regional terminals.

Inquiries

Lands Directorate,
Department of the Environment,
Ottawa K1A 0E7 (819) 997-1246

B317 MINERAL AND ENERGY RESEARCH AND DEVELOPMENT SERVICES

The Canada Centre for Mineral and Energy Technology (CANMET) conducts, sponsors and contracts applied research and development on mineral, metal and fossil fuel technology. The research program reflects national and regional needs, and is designed to complement research by the private sector. The technical knowledge base thus developed is disseminated by research staff and information specialists. The unique laboratory facilities of the branch are also utilized in performing research projects for industry on a full or partial cost-recovery basis. A partial list of on-going studies includes: coal and mineral resource assessment, mining technology, health and safety of miners; fuel combustion and energy conservation technology; health, safety and pollution control in the mineral industries; improved recovery from oil sands and heavy oils; explosives testing; improved quality of mineral-based materials; nuclear and mineral waste disposal; improved recovery from low-grade ores; development of standards and specifications; and chemical analysis.

Inquiries

CANMET, Technology Information Division,
Department of Energy, Mines and Resources,
Ottawa K1A 0G1 (613) 995-4059

B318 NATURAL RESOURCES INFORMATION

The Department of Energy, Mines and Resources provides technical and scientific advice on mineral, metal and fuel extraction and processing; serves as a clearing house for the latest scientific and technological mining data; makes available land maps, aeronautical charts, photo maps, population maps, and information on new geological findings and energy conservation techniques; and researches soil, clay and sand for urban planners and builders.

Inquiries

Department of Energy, Mines and Resources,
Ottawa K1A 0E5 (613) 995-9351

B319 REMOTE SENSING

The Canada Centre for Remote Sensing is the nucleus of a national program involving federal and provincial government departments, industry and universities. The Centre develops methods and instruments required to collect, disseminate and analyze earth observation data obtained from aircraft and satellites to help manage Canada's natural resources.

Areas of ongoing interest to the private sector include sensor developments, analysis systems, remote sensing surveys, and applications development

Inquiries

Canada Centre for Remote Sensing,
Department of Energy, Mines and Resources,
2464 Sheffield Road, Ottawa K1A 0Y7 (613) 995-1210

B320 EXPLORATION AND DEVELOPMENT INFORMATION

The exploration for and development of Canadian non-renewable resources (fossil fuels, metallic and industrial minerals, uranium, etc.) are supported by the provision of national standards, procedures and services for geoscience information.

The Canada Centre for Geoscience Data coordinates the identification and indexing of information resources located in provincial, federal, university and other public agencies, maintains and updates a national reference file, and provides services to public information agencies, mainly in the form of on-line access.

The National Mineral Inventory maintains records of known mineral deposits and occurrences (excluding petroleum and natural gas) throughout Canada. Some 19,000 records have been completed to date. Each record contains narrative-form summaries on the history of exploration and development, history of production if any, and geological description of deposit; details on location, map references and bibliography are included. A computerized index/data file (MINSYS) to the Canadian mineral occurrence records is maintained. The Section also maintains current Canadian resource (reserve/production) data by deposit and occasionally may publish compilations on mineral occurrences and resources. Records are available to the public on a fixed fee-per-unit basis and on a cost-recovery basis for computer files.

Inquiries

Canada Centre for Geoscience Data,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 992-9550

National Mineral Inventory,
Mineral Policy Sector,
Department of Energy, Mines and Resources,
Ottawa K1A 0E4 (613) 995-9351

B321 EXPLORATION AND MINING SERVICES IN THE YUKON AND NORTHWEST TERRITORIES

Regional and district geologists provide geological information and advisory services to the minerals industry in the Yukon and Northwest Territories.

Regional geologists maintain offices in Whitehorse, Y.T., and Yellowknife, N.W.T. Geological Survey of Canada publications, such as geological, geophysical and topographical maps, memoirs, papers and reports, are

available for sale to the public. A library of technical assessment reports is available for reading and copying by means of a microfilm system and there is also a small library of technical books and mining publications for public use. Technical advice is provided by experienced geologists by correspondence, in the office, and in the course of field visits.

Inquiries

Department of Indian Affairs and Northern Development,
Whitehorse, Y.T. or Yellowknife, N.W.T.

B322 EXPLORATION AND DEVELOPMENT INFORMATION — CANADA LANDS

Information and guidance is available from the Department of Energy, Mines and Resources for companies wishing to undertake off-shore oil and gas exploration in the Canada Lands.

Companies wishing to undertake off-shore oil and gas exploration in Canada Lands in the two northern Territories and adjacent off-shore areas and in off-shore areas of Hudson's Bay or the East and West Coast, should seek information and guidance from the Department of Indian and Northern Affairs.

Inquiries

Resources Management Branch,
Department of Energy, Mines and Resources,
14th Floor, Vanier Place,
355 River Road,
Ottawa

Northern Non-Renewable Resources Branch,
Department of Indian and Northern Affairs,
Terrace de la Chaudière,
Ottawa K1A 0H4

B401 EMPLOYMENT SERVICES

The Canada Employment and Immigration Commission provides recruitment services to supply suitably qualified workers from local, regional, national or overseas sources, in order of availability; comprehensive labour market information; unemployment insurance information; assistance in work force planning; assistance in the training of workers where occupational shortages exist; and the administration of the Commission's wage subsidy programs. By providing relocation assistance to workers, employers are assisted in recruiting skilled staff not available locally. Services are provided through regional offices and Canada Employment Centres across the country.

Canada Employment Centres also provide a nation-wide job information exchange service through the National Job Bank. The unique telephone computer combination transmits employers' requests for workers to a central computer for immediate access by workers all across Canada if suitable employees are not available in the area.

The Metropolitan Order Processing System (MOPS) distributes job data in the Hamilton, Vancouver, Ottawa and Hull areas and is being installed in Montreal and Toronto.

Inquiries

Canada Employment Centres or

Canada Employment and Immigration Commission,
Ottawa K1A 0J9

B402 LABOUR AFFAIRS — INFORMATION

The Department of Labour has a variety of information programs and services of interest to the business community:

Labour Library and Legislative Analysis: offers the usual library services and preparation of bibliographies on labour matters (e.g. industrial relations, economics, labour standards, occupational safety and health, equality of job opportunity, human rights in labour). The Labour Library also produces a number of publications and will prepare special reports analyzing labour legislation in Canada and abroad as requested.

Legislative Research Service: research into labour laws, their regulations and related administrative practices; answers to specific inquiries and information relating to labour legislation.

Labour Data Programs: under which the Department collects, publishes and distributes data on current major collective bargaining settlements, the wage implications of these settlements and the various terms in collective agreements. Data on occupational wage rates and certain conditions of employment are published annually for all Canada and for 22 major cities as a result of an annual survey of most establishments having 20 or more employees. These data are of interest to the business community for pay determination (for both union and non-union employees) and plant location. The Depart-

ment also publishes data on strikes and lockouts and on union organizations. It produces a variety of publications and makes certain unpublished data available on request.

Inquiries

Labour Canada,
Ottawa K1A 0J2 (819) 997-3117

B403 AGRICULTURAL WORKERS

The federal government operates three programs that stabilize the agricultural labour market by organizing the supply and demand for workers and encouraging new entrants to the sector through improvements in wage rates and working conditions.

Benefits

1. Canada Farm Labour Pools. These specialized non-profit employment service agencies cooperate closely with Canada Employment Centres and are advised by community-based local agricultural manpower boards acting as advisers. The Pools provide: recruitment, referral and worker orientation assistance, payroll preparation assistance, and worker maintenance assistance. They also assist with the delivery of provincial and other federal employment programs. Some 63 Canada Farm Labour Pool offices operate year-round in agriculture-intensive areas. They are assisted by 38 branch and seasonal points of service. Pools are established in all provinces except Newfoundland.

2. Federal-Provincial Agricultural Manpower Agreements provide that Canada will share equally with the provinces the cost of agricultural employment activities. Funds are used to subsidize the construction or renovation of housing for seasonal agricultural workers, for promotion and advertising, to provide day-haul service for temporary workers and for joint labour market research. Specific programs and services are delivered by the provinces.

3. Caribbean and Mexican Seasonal Agricultural Workers Program. The policy of the Canadian government requires that all job opportunities in Canada be made available to Canadians and legal permanent residents before foreign workers are admitted. A number of arrangements have been made with several Caribbean countries and Mexico to provide temporary workers when shortfalls arise in the Canadian supply of agricultural workers.

Agricultural employers are required to apply to their nearest Canada Employment Centre and/or Canada Farm Labour Pool. If no Canadian workers are available locally to meet an employer's requirements, and the CEC establishes there are no Canadian workers available from other parts of the country, then foreign workers may be recruited on the employer's behalf. Canadian immigration offices abroad arrange for foreign governments to recruit and select the workers, ensure their medical clearance and provide them with the necessary identification documents and work permits. Employers and workers must sign agreements establishing the rights and obligations of all parties concerning the costs of travel, wages, working conditions, accommodation, repatriation and social benefits.

Who May Apply

Anyone requiring assistance in obtaining agricultural workers.

Inquiries

Canada Farm Labour Pools and Canada Employment Centres or
Canada Employment and Immigration Commission,
Ottawa K1A 0J9

B404 FEDERAL MEDIATION AND CONCILIATION SERVICE

The Service assists in settling collective bargaining disputes concerning first and renewal collective agreements, including strike and lockout situations, through the appointment of conciliation officers, conciliation commissioners and mediators. The Service also provides assistance, through preventive mediation, in other types of industrial relations problems and disputes including the mediation of unfair labour practices.

To provide industrial peace and establish and maintain stable and harmonious labour-management relations, the Service may establish industrial inquiry commissions to look into specific industrial relations matters.

The Service appoints arbitrators and board chairpersons in grievance disputes as well as adjudicators in unsettled complaints concerning unjust dismissals, maintains an inventory of arbitrators and a data bank of arbitration awards, and provides technical expertise on alternative approaches for dealing with grievances.

Inquires

Federal Mediation and Conciliation Service,
Labour Canada,
Ottawa K1A 0J2

B405 HEALTH PROTECTION SERVICES

Consultant services are available to large employers for the organization and operation of health services. Advice and laboratory services are also provided to assist employers in assuring the health and safety of workers using X-ray and nuclear energy equipment. Health and Welfare Canada provides information to businesses on the requirements of the Food and Drug Act, the Narcotic Control Act, and the Proprietary or Patent Medicine Act; it will also provide advice and consultation on the Canada Pension Plan.

Inquiries

Health and Welfare Canada,
Ottawa K1A 0K9

B406 QUALITY OF WORKING LIFE

This promotional program is designed to assist employers, unions and employees in implementing joint problem-solving approaches to improve the quality of working life within organizations in the interest of improved labour-management relations, organization effectiveness and employee work satisfaction.

Publications and audio-visual materials are available on request. Financial assistance is also available in limited amounts to support approved conference, seminar, research and related activities.

Small firms, labour unions, educational institutions and professional associations are eligible to apply.

Inquiries

Labour Canada,
Ottawa K1A 0J2

B407 LABOUR EDUCATION

This program assists officials and employees of organized labour develop the knowledge and skills to work more effectively within the Canadian labour movement.

Benefits

Grants are provided to the Canadian Labour Congress, Canadian Conference of Teamsters, Confederation of National Trade Unions, Centrale des syndicats démocratiques and independent unions to support programs of instructor training, specific skills training and advanced courses for trade union officials.

Expenditures in 1979-80 were \$3.2 million.

Who May Apply

Canadian labour unions.

Inquiries

Labour Canada,
Ottawa K1A 0J2

B408 INTERCHANGE CANADA PROGRAM

The Interchange Canada Program provides for the temporary assignment of public service executives to jobs in the private sector and vice versa. It makes available to the private sector professional and technical expertise from within government and provides government with the opportunity to bring in private sector expertise. The aim is the development of a better understanding of problems, work methods and areas of common interest between executives inside and outside the public service.

Inquiries

Public Service Commission,
Ottawa K1A 0M7 (613) 995-1141 or 996-5010

B409 CANADIAN NATIVE PROGRAM

Advisory services are provided to Native clients who request professional assistance in economic development, community affairs, local government or education or any other area where help is needed. Advisers are retired businessmen who provide their expertise on a voluntary basis. They help identify new opportunities, provide information on local, human, natural and financial resources and evaluate various alternatives.

Band Councils, private Indian enterprises and registered Indian people are eligible to apply.

Inquiries

Department of Indian Affairs and Northern Development,
Ottawa K1A 0H4

B410 AFFIRMATIVE ACTION

CEIC regional offices provide a technical consultative service, free of charge, to all employers requesting assistance in organizing affirmative action programs to suit their needs. Affirmative action planning aims to ensure the appropriate representation of women, Native people and persons with disabilities in the work force. Greater productivity, improved employee morale, lower turnover rates and an enhanced public image may result from these initiatives.

Inquiries

Canada Employment Centres regional offices or

Canada Employment and Immigration Canada,
Ottawa K1A 0J9

B411 SMALL-BUSINESS INFORMATION SERVICE

The Federal Business Development Bank's Small Business Information Service complements the information services of other government agencies. It provides an inquiry and referral service about government and other assistance programs specifically tailored for small business. A series of booklets called *Minding Your Own Business* is distributed free on request and covers many aspects of small business management. A quarterly news bulletin, *Small Business News*, is also distributed free to help small businesses keep in touch with business developments. Each office of the Bank has a library of useful publications on small business management that may be examined by business people.

Inquiries

Any of FBDB's 110 offices across Canada (D9) or

Management Services,
Federal Business Development Bank,
Box 6021, Montreal H3C 3C3

B412 WOMEN'S BUREAU

The Women's Bureau publishes a three-part statistical report annually entitled *Women in the Labour Force: Facts and Figures* and *Legislation Relating to Working Women*, a guide to federal and provincial laws governing women's work in Canada. The Bureau also provides resource people and materials for seminars, meetings, conferences or displays.

Inquiries

Women's Bureau,
Labour Canada,
Ottawa K1A 0J2 (819) 997-1550

B413 MANAGEMENT TRAINING FOR SMALL BUSINESSES

Each year the Federal Business Development Bank conducts an extensive program of one-day management seminars at centres across Canada. In the fiscal year 1980, 1,650 seminars were presented. The seminar programs are designed particularly for small business management. A modest registration fee is charged. The seminars are advertised locally in advance. The Bank also prepares seminars for specific industries in collaboration with industry associations and other organizations that present seminars to their members.

The Bank has recently introduced a self-teaching program called Management Clinics. Video cassettes on various small business topics are available and can be viewed without an appointment at any branch. An accompanying workbook with case studies can be completed at home and discussed later with management services personnel at the branch.

The Bank prepares and distributes 30-hour courses on small business management topics to ministries of education across Canada for adult education programs at local colleges.

Inquiries

Any of FBDB's 110 offices across Canada (D9) or

Management Services,
Federal Business Development Bank,
Box 6021, Montreal H3C 3C3

B414 MANAGEMENT COUNSELLING — CASE

CASE (Counselling Assistance for Small Enterprises) is a management counselling service offered by the Federal Business Development Bank. Retired business persons perform the counselling services. The program assists owners and managers of business enterprises, particularly those of smaller size, to improve their methods of doing business. It also provides an opportunity for retired business people to contribute to the development of the small business community by making available a vast store of knowledge and experience.

Any proprietorship, partnership or limited company conducting virtually any type of business enterprise in Canada can apply provided that the enterprise does not have more than 75 full-time employees and has had prior discussion of its problems with its appropriate business advisers.

The annual registration fee for this program is \$30; a nominal hourly rate is also charged for each counsellor assigned. More than 21,000 clients used CASE services in the fiscal year 1980.

Inquiries

Any of FBDB's 110 offices across Canada (D9) or

The Secretary,
Federal Business Development Bank,
Box 6021, Montreal H3C 3C3

B500 SERIES: GENERAL PROGRAMS

B501 INCORPORATION

The Canada Corporations Act and the Canada Business Corporations Act controls the incorporation of business enterprises at the federal level. It enables the development of federal commercial institutions through the incorporation process and protects the interests of investors and creditors in the financial market.

Inquiries

Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9

B502 COMPETITION

The administration of competition policy encourages the proper functioning of the market place. It seeks to eliminate certain practices in the restraint of trade and the development of industry, including secondary manufacture, resource and service industries and regulated industries. It provides remedies against cartelization, monopolization, exclusionary or predatory practices, price maintenance, selective price cutting, discrimination etc., and it provides remedies against the imposition on Canadian companies of restrictions originating in foreign laws or directives.

Cases under the criminal provisions of the Combines Investigation Act are referred to the attorney general for prosecution in the courts. Under the civil provisions of the Act, cases are brought before the Restrictive Trade Practices Commission for adjudication. Remedies of various kinds can be obtained from the courts or the Commission. Persons injured by breaches of the Combines Investigation Act have the option of commencing private damage actions and seeking redress directly from the courts.

Inquiries

Directorate of Investigation and Research,
Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9 (819) 997-3301

B503 BANKRUPTCY — ADMINISTRATION OF ACT

The Department of Consumer and Corporate Affairs oversees the administration of the Bankruptcy Act, including: assistance in filing consumer bankruptcies, protection of rights and interests of both creditors and debtors under bankruptcy proceedings, regulation of the bankruptcy process through the licensing and supervision of trustees in bankruptcy, detection of abuses of the bankruptcy process both before and after bankruptcy with subsequent investigation and prosecution action if so warranted, production of general and statistical bankruptcy information.

Inquiries

Bankruptcy Branch,
Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9
See D2 for regional offices

B504 BUSINESS STATISTICS

Statistics Canada is Canada's central statistical agency. Statistics collected from government, business and individuals range from national aggregates to small area data covering only a few blocks of a single municipality, and from broad economic studies to specific matters. They also include statistics on Canada's external trade. Data are published monthly, quarterly and annually, depending on the topic. A great deal of information is of direct use to individual firms in market studies and other types of business research.

The Statistics Canada Catalogue outlines all publications available and the procedure to follow in ordering any publications.

Statistics Canada can provide data keyed to an enquirer's specific business information needs as well as inform businesses on what information is available and how it can be best utilized.

Inquiries

Statistics Canada has staff to assist users in Central Inquiries, Ottawa, (613) 992-4734 and in eight regional centres across Canada (D12).

Orders for publications may be directed to the regional offices (D12) or to: Publications Distribution, User Services,
Statistics Canada,
Ottawa K1A 0T6

B505 CANADA POST PUBLICATIONS AND BUSINESS SERVICES

Canada Post has two publications which are particularly helpful to businessmen.

The first, *Householder Figures for Letter Carrier Offices*, explains how many pieces of householder mail are required to cover a specific letter carrier route or the entire area served by an urban postal facility and shows the number of houses, apartments and businesses in the area of interest to the businessman. It provide all the information required to take advantage of this service.

The second publication concerns rural offices, and contains statistics on the number of households and businesses served by each rural post office.

These booklets are free and may be obtained at Canada Post District Offices or by writing to: Supervisor, Householder Data, Canada Post, Marketing, Ottawa K1A 0B1.

Canada Post also offers these services:

Postpak: an economical mini-container system using mailbags or cartons to move goods at bulk rates.

Certified mail: a proof-of-delivery service for important letters, documents, or merchandise.

Telepost: a combination of electronic transmission and local mail delivery by telephoning a local CNCP telegraph office. The cost of Telepost is less than that of a telegram.

Marketing representatives: advice and guidance on all aspects of mailing.

Information packages: how to prepare and package mail to obtain efficient postal service.

Intelpost: a high-speed facsimile service between eight Canadian cities (Halifax, Montreal, Ottawa, Toronto, Winnipeg, Calgary, Edmonton and Vancouver) two U.S. centres (New York and Washington) and London, Amsterdam and Switzerland.

Inquiries

Local Post Offices or Canada Post, Ottawa K1A 0B1

B506 COPYRIGHT AND INDUSTRIAL DESIGN

Copyright gives an author, composer or artist the exclusive right to reproduce the original literary, dramatic, musical or artistic work created. In Canada copyright takes effect automatically upon the creation of the original work and extends, in most cases, until 50 years after the death of the creator.

Industrial design is an original artistic design or ornamentation applied to an article of manufacture. Registration of an industrial design with the Office gives the owner of the design the exclusive right to its use throughout Canada for a period of five years and is renewable once up to five years.

The Copyright and Industrial Designs Branch maintains a library of drawings of registered industrial designs and a register of copyrights filed in Canada.

Inquiries

Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9

B507 TRADE MARKS

The Trade Marks Office administers the Trade Mark Act, which gives an owner a renewable 15-year monopoly on use of a trade mark applied to wares or services. The use of trade marks gives manufacturers and consumers the means to recognize the sources of objects or services offered for sale.

The Trade Mark Search Room, which is open to the public, maintains records of registered trade marks, pending and refused applications for registration, and registered users licensed by trade mark owners to use their marks. The branch publishes the weekly *Trade Mark Journal* (subscription \$25 per year), which summarizes accepted applications, trade marks registered and extended, office notices and other items.

Inquiries

Consumer and Corporate Affairs Canada,
Ottawa K1A 0C9

B508 METRIC CONVERSION

Conversion to the metric (SI) system in Canada is being implemented on a voluntary basis. Each sector of the economy carries out its own conversion program in conjunction with its suppliers and customers. The entire program is guided and coordinated by the Metric Commission.

The Commission provides a wide range of publications, audio-visual aids, symposia and technical information to assist individuals and businesses in conversion to the metric system. The Commission contributes to the costs of replacement or conversion of eligible workers' tools (A809) and can provide information on special tax measures that apply to costs of conversion of tools, machines and measuring instruments (C106).

Inquiries

Metric Commission Canada,
Ottawa K1A 0H5

B509 STANDARDIZATION

The Standards Council of Canada, through the National Standards System and its accredited standards organizations, provides a medium through which Canadian business, industry, consumers and other interests may contribute to the development of national and international standards. The Council is concerned with and promotes voluntary standardization in fields relating to the construction, manufacture, production, quality, performance and safety of buildings, structures, manufactured articles and products and other goods.

The Council's Standards Information Service provides a national information service on Canadian and foreign standards, technical legislation and certification systems, and is also the Canadian Point of Enquiry under the GATT Agreement on technical barriers to trade. This public service can be reached toll-free at 1-800-267-8220.

Inquiries

Standards Council of Canada,
350 Sparks Street,
Ottawa K1R 7S8 (613) 238-3222

Sale of international and foreign standards in Canada:

Foreign Standards Sales Division,
Standards Council of Canada,
2000 Argentia Road, Suite 2-401,
Mississauga, Ontario L5N 1V8

B510 WEATHER INFORMATION SERVICES

The Atmospheric Environment Service provides current and predictive meteorological information for general use and special services to aviation, commercial and private marine activities, agriculture, and such industries as construction and transportation. It also provides special arctic weather services and information concerning ice in Canadian coastal and inland waters.

Inquiries

Department of the Environment,
Ottawa K1A 0H3 (819) 997-6655

B511 SURPLUS EQUIPMENT

The Crown Assets Disposal Corporation is the government's agent for the sale of equipment that has been declared surplus to the requirements of departments and agencies. This equipment includes such things as building materials, furnaces, optical instruments, construction machinery, ships, trucks, word processors and office furniture. The Corporation keeps a mailing list of individuals and businesses that want to be informed of forthcoming sales. Goods can be bought by sealed bid and at regional sales, well publicized in advance. To be included on the mailing list, write to Crown Assets.

Inquiries

Crown Assets Disposal Corporation,
Box 8451, Ottawa K1G 3J8

B512 FILM PRODUCTION TECHNICAL SERVICES

The National Film Board assists industry by providing information on new technology, introducing new techniques, lending equipment, and supplying technical assistance and training services.

Inquiries

National Film Board,
Box 6100, Station A,
Montreal, Quebec H3C 3H5 (514) 333-3333

Part C TAXATION MEASURES

INTRODUCTION

Canadian businesses are subject to income taxes, sales and excise taxes, and customs duties on imports. For each of these, the government has introduced various measures to assist individuals and corporations in particular circumstances. These are not tax “loopholes” for avoiding taxes otherwise payable; they are deliberate steps to ease tax burdens selectively and encourage particular types of activities, including small-business, research and development, manufacturing and processing, among others.

This part of the catalogue highlights some of these major taxation incentives for business, both corporate and unincorporated. It is not a complete inventory of all measures that might reduce your taxes, and it does not provide a full technical description of their applicability. If you wish to know whether you qualify for these measures, you should enquire to Revenue Canada (Taxation, or Customs and Excise as appropriate) or consult your professional adviser. There are also several useful tax planning guides available in bookstores and libraries.

The list of measures that follows generally excludes various incentives that encourage individual Canadians to invest in Canadian business. Some of these, such as the 50 per cent dividend tax credit, are very important contributors to an environment that is conducive to business expansion. Other such measures encourage investment in certain activities, such as multiple-unit residential buildings (MURBS) or Canadian film production. The following listing also excludes a number of benefits to employees, such as tax deductibility of moving expenses, which can indirectly help businesses attract and retain their work force. And it does not include broad-based tax reductions that directly or indirectly aid business expansion and development. (IC 70-6R).

Incentives under the Income Tax Act

The income tax system is a combination of legislation and regulations. To clarify certain technical points, Revenue Canada, Taxation, publishes *Interpretation Bulletins* (ITs) and *Information Circulars* (ICs). The listings below indicate the IT or IC number for the tax measure described. If you are unsure whether a contemplated action might qualify, you can request a binding advance ruling.

C100 SERIES: DIRECT INCENTIVES FOR BUSINESS EXPANSION

This set of provisions is designed to stimulate or facilitate certain types of expenditure, particularly investment and small-business development, by Canadian businesses. These measures are in addition to deductions for ordinary business expenses. This means, for example, that normal capital cost allowances are not included, though in general the taxation system's capital cost allowances permit a faster write-off than would be warranted by the useful life of physical assets. However, this section covers accelerated capital cost allowances that permit very fast or immediate write-off in specific circumstances.

C101 INVESTMENT TAX CREDIT

Applicable to: Corporations and individuals investing in "qualified" property; credits apply to R&D and higher credits apply to investment in designated regions.

This provision permits a deduction from federal tax in respect of the acquisition of qualified depreciable property to be used in manufacturing or processing, farming, fishing, logging, production of minerals, oil and gas and the storage of grain. The investment tax credit rate is 20 per cent in the Atlantic region and the Gaspé, 10 per cent in other designated regions (see A400 series), and 7 per cent elsewhere. The 7 per cent rate applies everywhere for long-haul transportation equipment. The October 28, 1980, Budget provided a special rate of credit of 50 per cent for certain manufacturing industries on investments made in the designated regional development areas. For further information on this tax credit contact any office of the Department of Regional Economic Expansion (D5).

Special R&D Credits

The credit applicable to scientific research expenditures is also 20 per cent for research carried on in the Atlantic provinces and the Gaspé, and 10 per cent for research carried on elsewhere in Canada. A credit of 25 per cent applies for research by a Canadian-controlled private corporation that qualifies for the small business deduction (C105) in the year the research expenditure is made.

These credits apply to both capital expenditures (machinery and equipment) and current expenditures (such as salaries of researchers).

Eligibility for the above credits is in the year in which the qualified expenditure is made, but the claim in a taxation year is limited to \$15,000 of federal tax otherwise payable, plus one-half of the federal tax in excess of \$15,000. Unused credit may be carried forward to reduce tax for up to five years (IT 331).

C102 ACCELERATED CAPITAL COST ALLOWANCES

Applicable to: Specified classes of assets, including machinery and equipment used in manufacturing or processing, certain vessels, and pollution control equipment.

Capital Cost Allowance (CCA) provides taxpayers with the means by which they may deduct the capital cost of depreciable assets in determining their

taxable income. The income tax regulations describe the 35 classes of depreciable assets, and the rates at which they may be written off for tax purposes. To encourage taxpayers to invest in certain assets, there are accelerated write-offs with the provision that the asset be used in a specific activity. Accelerated CCA applies to numerous qualifying assets, some of which are restricted to a particular industry, and some of which are available to all taxpayers. Examples are:

1. Accelerated CCA — machinery and equipment used in manufacturing or processing:

The cost of machinery and equipment purchased for use in manufacturing or processing goods for sale or lease in Canada may be written off in two years.

Up to 50 per cent of the original costs may be claimed as depreciation in the year the asset is acquired, and the balance may be claimed in any subsequent year. (IT 147R).

If these provisions were not in effect, the CCA rates on these expenditures would in most instances be 20 per cent, calculated on a declining balance basis.

2. Accelerated CCA for certain vessels:

Costs of certain Canadian-built vessels qualify for a write-off of 33 1/3 per cent on a straight-line basis. This results in a three-year write-off period (IT 267R). The CCA rate for other vessels is 15 per cent calculated on a declining balance basis.

3. Accelerated CCA for pollution control:

Capital expenditures incurred to control air and water pollution may be fully written off over two years at 50 per cent per year. Expenditures on both structures and machinery and equipment, as accepted by the Minister of the Environment, qualify for the fast write-off (IT 336).

If these provisions were not in effect, the CCA rates on these expenditures would range between 5 per cent and 20 per cent calculated on a declining balance basis.

4. Accelerated CCA for energy conservation equipment:

The cost of certain equipment for conserving energy may be written off over two years (up to 50 per cent in the first year and the balance in any subsequent year). This applies to equipment used for the production or distribution of heat and the generation of electricity or steam, and additional types of assets, e.g. solar heating systems on new buildings, small-scale hydro-electric projects, heat-recovery systems and certain district heating systems.

The eligibility of such equipment for this special treatment must be certified by the Minister of Energy, Mines and Resources. The qualifying period has been extended to cover acquisitions before 1985.

If these provisions were not in effect, the CCA rates on these expenditures would range between 5 per cent and 20 per cent calculated on a declining balance basis.

Other accelerated write-offs are available for various items such as certain railway assets, aircrafts and Canadian films.

C103 TAX REDUCTION ON MANUFACTURING AND PROCESSING PROFITS

Applicable to: Profits from corporate manufacturing and processing in Canada; special provision for small business.

This provision reduces the federal corporate tax rate on Canadian manufacturing and processing profits from the general rate of 36 per cent to 30 per cent. For small businesses, the rate is reduced from the basic small business rate of 15 per cent to 10 per cent of manufacturing profits (IT 145).

C104 RESEARCH AND DEVELOPMENT MEASURES

Applicable to: Current expenditures and capital expenditures in Canada for R&D.

Under the present income tax system 100 per cent of such expenditures, whether current or capital, can be written off in the year they are made. Further, an additional deduction is available for 50 per cent of the increase in R&D expenditures over the average level of the previous three years. R&D also qualifies for the investment tax credit (C101) (IT 151R, IT 439).

C105 SMALL-BUSINESS DEDUCTION

Applicable to: Canadian-controlled private corporations.

The main purpose of this measure is to provide additional funds for small business expansion. For qualifying Canadian-controlled private corporations, the small-business deduction reduces the federal tax rate on eligible amounts of active business income (as defined in the Income Tax Act) earned in Canada from 36 per cent to 15 per cent. For non-qualifying businesses such as professional- or personal-services corporations, the reduced federal tax rate is 23 1/3 per cent. The amount of active business income eligible for the tax reduction in a year is \$150,000, provided that cumulative retained business income, along with that of any associated companies, is less than \$750,000. Once this limit is reached, the small business can continue to qualify for the low rate by paying dividends to shareholders (IT 72R2, IT 73R2, IT 100R).

C106 METRIC CONVERSION COST DEDUCTION

Applicable to: All businesses.

Costs incurred by a taxpayer to convert a measuring instrument, a machine or tool to metric units are deductible from income in the year incurred, and therefore need not be capitalized and written-off over a number of years (IT 348R).

C107 INCENTIVES FOR THE MINING, OIL AND GAS INDUSTRIES

Applicable to: Businesses involved in exploration and development activities and in the production from mines and oil and gas wells.

The taxation system provides several measures related to the particular requirements and characteristics of these industries. For purposes of discussion, they are split into four groups: exploration and development expense deductions; capital cost allowances; earned depletion; and other measures.

1. Exploration and development expense deductions:

These deductions relate to defined terms called Canadian Development Expenses (CDE) and Canadian Exploration Expenses (CEE).

In any year, up to 100 per cent of CEE may be written off against any source of income by individuals or corporations whose principal business activity is not exploring for or producing petroleum, natural gas or minerals. Principal business corporations (see IT 400) must deduct CEE to the extent required under the law. New mine development costs are included in CEE.

CDE qualifies for a write-off rate of 30 per cent.

These deductions are designed to encourage exploration and development activities which may include activities carried on through drilling funds.

2. Capital cost allowances:

Increased capital cost allowance rate on certain assets that are acquired before the start of commercial production of a new mine, or on assets acquired for the purpose of a major expansion of an existing mine. Capital cost allowances may be claimed on such assets at a minimum rate of 30 per cent, or in an amount equal to the income from the mine, if greater. As a result of this provision, income taxes are not generally payable on new mine investments until the capital investment is recovered.

To give taxpayers added flexibility, the costs of clearing and removing overburden at a mine site after the mine has commenced commercial production may be capitalized and up to 100 per cent of such costs written off in any year.

3. Earned depletion:

As a result of the National Energy Program (NEP) announced in October 1980, a number of significant changes are expected to come into effect concerning depletion allowances, which under the income tax system provide for an additional deduction from income (earned depletion) of 33 1/3 per cent of certain expenditures. The maximum deduction in a given year is 25 per cent of resource profits. Qualifying expenditures include certain CEE, CDE and other specified assets. Qualified expenditures are thus eligible for 133 1/3 per cent deduction, since they would also be fully written off as CDE, CEE or capital cost allowance.

Under the NEP proposals, which are expected to be effective January 1, 1981, several of the depletion provisions will be replaced by a Petroleum Incentives Program, which will result in the following changes:

For corporations, the depletion allowance for domestic exploration expenditures will be earned at 33 1/3 per cent of qualifying expenditures, net of any incentive payments, incurred in 1981.

Thereafter, the depletion allowance for domestic exploration expenditures outside the Canada Lands will be phased out. The rate will be reduced to 20 per cent in 1982, 10 per cent in 1983, and to zero in 1984.

The depletion allowance for expenditures on conventional oil and gas development will be eliminated.

The depletion allowance for approved expenditures on integrated oil sands projects, enhanced recovery projects, and heavy crude oil upgraders will be earned at 33 1/3 per cent of qualifying expenditures, net of any incentive payments, incurred in 1981 and thereafter.

In all cases, earned depletion will be deductible up to a ceiling of 25 per cent of resource income.

The depletion allowance will not be earnable by individuals.

There are no changes scheduled for the mining industry under the NEP proposals.

4. Other measures:

Prospectors and grubstakers may transfer a "mining property," under certain limitations, to a corporation in exchange for shares of that corporation free of any liability for tax at that time. The shares so received are deemed to have a nil cost, and any gain on the sale of these shares will be taxed as a capital gain when the shares are subsequently sold, rather than as ordinary income. If a prospector or grubstaker has incurred prospecting, exploration or development expenses, these amounts are included in his cumulative CEE pool and may be written off against income from all sources.

C200 SERIES: BUSINESS COST AND FINANCING PROVISIONS

The provisions described in this section pertain to business cost and financing problems, including the tax treatment of certain aspects of business reorganizations and transfers of shares in private corporations.

C201 ELECTION TO CAPITALIZE COST OF BORROWED MONEY

Applicable to: Borrowing costs for depreciable property.

Instead of deducting such items as borrowing costs, e.g. interest, etc., the taxpayer may add them (or part) to the cost of depreciable property in respect of which the expenses were incurred. This is primarily advantageous when a business is in the start-up period and revenues are small or non-existent. Instead of adding to losses which may expire (under the loss carry-forward rules) before sufficient profits have been generated, such costs may be effectively deferred and later claimed as capital cost allowance. Similar provisions are available for taxpayers who incur exploration or development expenses or acquire a resource property (IT 121R).

C202 BUSINESS INVESTMENT LOSSES IN PRIVATE CORPORATIONS

Applicable to: Shares or debt in Canadian-controlled private corporations.

One half of capital losses on shares or debt of such corporations may be deducted against other income without limit. Normally capital losses cannot be deducted against other income by corporations, and can be deducted by individuals only up to \$2,000 of other income each year.

C203 INVENTORY ALLOWANCE

Applicable to: Inventories other than real estate.

In order to recognize the effects of inflation on the measurement of income reported on financial statements, a taxpayer carrying on business (whether incorporated or not) may deduct an inventory allowance equal to 3 per cent of the opening value of qualified inventories (goods for sale or to be used in producing goods for sale). This allowance is not available for land and houses held as business inventory by developers (IT 435).

C204 CAPITAL GAINS TREATMENT OF STOCK DIVIDENDS

Applicable to: Public corporations.

Dividends received by investors in the form of shares are not treated as income, taxable when received, but as capital gains, taxable only when these shares are eventually sold (IT 88R).

C205 EMPLOYEE STOCK OPTIONS

Applicable to: Canadian-controlled private corporations, in particular to small businesses.

To aid Canadian-controlled private corporations in retaining key employees, remuneration paid to such employees as stock option benefits is no longer taxable as income when received. Rather, one-half of the value of the benefit is taxed as capital gains when the employee eventually sells the shares. Persons who control or are related to persons who control the corporation are not eligible for this measure (IT 113R).

C206 PROFIT-SHARING PLANS

Applicable to: Employer/employee profit-sharing.

In deferred profit-sharing plans, an employer contributes a portion of business profits to a trustee who holds and invests the contribution for the benefit of those employees who are members of the plan. No tax is payable by the trust on its annual profits from investing the funds. The employer's contributions are deductible (within limits) in computing the income from the business in the year in respect of which the contribution is made. The employee beneficiary is not taxed on contributions or earnings thereon until he actually receives an amount from the plan.

Under employee profit-sharing plans, amounts allocated by employers to the trust are deductible, and plan members pay tax each year on these amounts and trust income allocated to them (IC 77-1R2, IT 363, IT 280).

C207 ASSET REPLACEMENTS: TAX FREE ROLLOVER

Applicable to: Businesses, including farmers.

Capital gain or recapture of capital cost allowance arising on the sale of certain eligible property may be deferred to the extent that the proceeds are re-invested within certain time limits in property acquired for the same or similar use as the former property, and in the same or similar business.

This provision facilitates the selling of old buildings and land in one location and the replacing of them with new land and buildings in a more suitable location with no immediate tax consequences (IT 259).

C208 CORPORATE REORGANIZATIONS

Applicable to: Corporate reorganizations and amalgamations.

In 1977, the rules relating to corporate reorganizations, windups, and the distribution of corporate surplus were simplified. Non-capital and net capital loss carry-forwards may flow through on the amalgamation of corporations or on the liquidation of one corporation into another. The amalgamation or liquidation of companies in a corporate group may now allow the transfer of losses from a "loss" company to a profitable company in the group. Similar provisions apply to investment tax credits and employment tax credits.

Transfer of Property to a Corporation

Taxpayers may transfer property (other than land inventory or resource property) to a corporation with no immediate tax effects. In particular,

taxation of capital gains on most assets of an unincorporated business which are transferred to a corporation may be deferred until the shares received are sold (IC 76-19R, IT 291R).

C209 INTERGENERATIONAL TRANSFER OF SHARES, FAMILY BUSINESS CORPORATION

Applicable to: Small Canadian-controlled private corporations that earn active business income (including farming).

A tax-free rollover of up to \$200,000 of capital gains is possible when certain shareholdings of family businesses are transferred from parents to children, grandchildren and great grandchildren. Tax that would otherwise have been payable in respect of the disposition is deferred until the descendant subsequently sells the property outside the family.

If a taxpayer has not used up all the \$200,000 during his lifetime, the remaining balance will be available to offset gains when the property is transferred to children or grandchildren on the death of the taxpayers.

C210 TRANSFER OF FARM PROPERTY TO CHILDREN

Applicable to: Family farms.

To encourage the children of farmers to operate the family farm before or after the parent's death, special rules are provided under which a family farm may be passed from one generation to the next without immediate tax liability for accrued gains in its value. Similar rules apply for the transfer of shares of family farm corporations or an interest in a family farm partnership. In all cases tax on any accrued gains is postponed until the property is disposed of outside the family (IT 349, IT 268R).

C211 BLOCK AVERAGING OF INCOME

Applicable to: Unincorporated farmers and fishermen.

As a protection against the effect of major income fluctuations, farmers and fishermen are permitted to average their income for tax purposes over a five-year span. As a result, the aggregate taxes paid for the five year period will be approximately equal to what they would have been if the incomes each year had been equal.

To be eligible for block averaging, the individual's chief source of income must be from farming or fishing. Incorporated farms are not permitted to use the five-year averaging basis.

C212 CASH METHOD OF REPORTING INCOME

Applicable to: Farmers and fishermen.

Income from farming and fishing may be computed according to the cash method. Under this method, income includes all amounts received that

represent business income (including collection of receivables from previous years) and a deduction is permitted for amounts paid that were deductible expense amounts (including payables incurred in previous years and not paid until the current year). A claim may also be made for a deduction of other costs, such as capital cost allowance.

This simple method of accounting allows taxpayers added flexibility in the timing of reporting income and claiming deductions. For example, start-up expenses such as establishing a new herd can be carried forward to later, more profitable, years (IT 433, IT 427).

C213 PART IV — TAX ON PORTFOLIO INVESTMENTS

Applicable to: Inter-corporate dividends received by private corporations.

To assist small-business financing and joint ventures, the threshold for this tax was lowered. Previously, private corporations who purchased equity in other corporations were assessed this tax on their dividends. This prevented tax sheltering of dividend income. The tax applied to any shareholding that represented less than 50 per cent ownership. Currently the tax applies only to shareholdings of less than 10 per cent thus reducing tax on income of private corporations that take up portfolio positions in other companies (IT 269R).

C214 SMALL-BUSINESS DEVELOPMENT BOND (SBDB)

Applicable to: Certain eligible small-business corporations.

This enables the lender, usually a financial institution such as a bank, to offer loans at substantially reduced rates to Canadian-controlled private corporations that are entitled to the small-business deduction (C105) and that use substantially all of their assets in an active business. Interest payments on up to \$500,000 of debt incurred before the end of 1981 to purchase qualifying property will be eligible for this treatment; however, the borrower must elect to have the SBDB provision apply. The term of the loan must be between one and five years. The result is a reduced borrowing cost for the small business (although the interest payments are not tax deductible). To benefit from this provision, consult your normal lender, such as your banker or trust company.

C300 SERIES: CUSTOMS, SALES AND EXCISE TAXES

INTRODUCTION

There are circumstances where certain kinds of relief relating to custom duties, and sales and excise taxes, are made available to businessmen. Some of these are designed to facilitate Canadian international competitiveness, while others provide exemptions for selective types of production in Canada.

C301 SALES AND EXCISE TAX EXEMPTIONS

Applicable to:

- Small manufacturers/producers
- Scientific research and development expenditures
- Fishermen and farmers
- Certain transportation equipment
- Energy conservation goods
- Certain construction equipment
- Commercial and industrial users of gasoline

This list does not include various other sales tax exemptions, such as exemptions for food stuffs and near foods, heating fuels and electricity, clothing and footwear, drugs and other health goods, printed books, magazines, newspapers and other printed matter.

1. Manufacturers or producers with less than \$50,000 of annual sales of goods subject to federal sales and excise taxes are exempt from the payment of such taxes and from licensing. They are also exempt from sales tax on their production equipment. As unlicensed persons, they are also not required to maintain records specifically for sales and excise tax purposes.
2. Scientific research equipment, materials and supplies purchased by manufacturers for use by them directly in the development of new products and processes are exempt from sales tax.
3. Virtually all goods purchased by farmers and fishermen are exempt from federal sales tax.
4. Transportation equipment including railway rolling stock, buses, larger trucks and trailers for carrying freight, large cargo containers, commercial aircraft and ships are exempt from federal sales tax.
5. Various classes of equipment that contribute directly to the development of energy sources other than fossil fuels are exempted from federal sales tax, for example, solar furnaces and water heaters. Thermal insulation materials having significant heat-conserving properties for buildings and insulation for pipes, ducts and tanks are also exempt.
6. Construction and demolition equipment valued in excess of \$2,000 per unit of equipment is exempted.
7. Relief from the special excise tax on automotive gasoline is provided for industrial and commercial users, and for farmers and fishermen. This takes the form of either direct exemption or refunds of tax already paid.

C302 REDUCED SALES TAX

Applicable to: Building materials and metric conversion equipment for retail scales.

A wide range of building materials is subject to a reduced tax rate of 5 per cent compared to the higher rates of 9 per cent and 12 per cent that would otherwise apply.

Retail scales having capacities up to 100 kg and purchased between April 1, 1977, and December 31, 1983, are taxed at 50 per cent of the standard rate. Parts and kits for conversion of existing scales are exempt from federal sales tax until December 31, 1983, and, if imported, from customs duty.

Inquiries can be directed to the Metric Commission, Ottawa K1A 0H5

C303 DUTY-FREE ENTRY OF IMPORTED GOODS

Applicable to: Importers of goods for specified uses.

Under the Customs Tariff numerous imported goods are allowed entry to Canada duty free if they are used in the manufacture of specific commodities (e.g. logging equipment, X-ray apparatus). The benefits of this program are realized at time of entry or upon submission of end use certificates as required by regulation.

C304 REMISSION OF DUTY AND ASSOCIATED SALES TAXES

Applicable to: Manufacturers (and to a lesser extent, individuals).

Customs duties and associated sales taxes are remitted in certain circumstances. There are a number of standing or continuing remission orders that provide relief in special situations, such as partial remission on goods sent abroad for repair or further processing when such repair or processing cannot be done in Canada.

Remission is used occasionally as an interim measure until amendments can be made to the customs tariff. It is also used as an instrument of tariff policy to support industrial rationalization or development. The remission authority is also used to meet short-term or non-recurring problems (See C306 covering duty drawback re Inward Processing Remission Order).

Requests for consideration under this program are submitted to the Tariffs Division, Department of Finance, Ottawa K1A 0G5.

C305 MACHINERY PROGRAM (MACH)

Applicable to: Imported machinery and related equipment.

MACH provides for the remission of duty on certain specified imported machinery and related equipment for production and service industries, above a minimum of \$500 dutiable value. The amount of sales tax owing is also reduced via the reduced duty-paid value. For this program to apply, there must not be reasonably equivalent machinery available from production in Canada.

Applications are made to Revenue Canada, Customs and Excise, for referral to the Machinery Board, which advises the Minister of Industry, Trade and Commerce whether an application is eligible for remission.

C306 DUTY DRAWBACK

Applicable to: Manufacturers' imports of parts and materials.

Drawback legislation refunds customs duty and sales tax to help manufacturers compete with foreign manufacturers both abroad and at home. For Canadian exporters, it grants a drawback of duty and sales taxes paid on imported parts or materials used in the manufacture of goods subsequently exported. (In lieu of drawbacks for export, companies with proven export performance or with specific export contacts can be authorized to obtain duty remission on imported components at time of entry under the terms of the Inward Processing Remission Order.) In the case of certain industries in Canada (e.g. aircraft, automobiles and selected other secondary manufacturers), the costs of specified plant equipment or key materials are also reduced by way of duty drawbacks. Other areas where drawbacks are payable include: ships' stores, joint Canada-U.S. projects, and imported goods destroyed in Canada.

For reimbursement of duties and taxes under this program, claims are submitted to Revenue Canada, Customs and Excise, within a stipulated time and following the specific regulations of the department.

C307 TEMPORARY TARIFF ITEMS (REDUCTIONS)

Applicable to: Imports of certain manufacturers' materials, chemicals and plastics.

Temporary tariff items may be introduced to provide temporary reductions, usually for one year, but renewed more or less automatically unless a review conducted indicates they are no longer needed. Applications for temporary tariff reductions are usually made in respect of goods not available from Canadian production where a genuine need for tariff relief has been clearly demonstrated.

There is also authority to reduce, remove or restore duties on most chemicals and plastics. This authority is frequently used in dealing with requests for lower duties or free entry, even if the product in question is not used as a material in a manufacturing operation.

Enquiries should be directed to the Tariffs Division, Department of Finance, Ottawa K1A 0G5.

C308 COUNTERVAILING DUTY

Applicable to: Subsidized imported goods of a class or kind made or produced in Canada which have been found to be causing material injury to the production in Canada of such goods.

Canadian producers who feel they are being materially injured by subsidized imported goods may apply for the imposition of a "countervailing duty." This takes the form of a surcharge on the imports, on a per unit basis, over and above regular duties.

Goods that are being subsidized are those for which a foreign government or agency has paid a subsidy for the production, manufacturing, processing, purchasing, selling, exporting or importing of those goods.

Countervailing duty cannot be imposed unless three major factors are established: 1) imports to Canada are benefiting from foreign subsidies; 2) the subsidized imports are causing or threatening to cause material injury to an established industry; and 3) the subsidized goods are of a class or kind made or produced in Canada.

A written complaint must be made to the deputy minister of National Revenue, Customs and Excise, by or on behalf of a major proportion of the Canadian producers, detailing the alleged subsidies and subsidized imports. If the subsequent investigation process proves material injury, a countervailing duty may be imposed, but only for as long as the subsidization and injury continue.

In July 1980, a Discussion Paper was issued by the Department of Finance proposing changes to Canadian import legislation, including the countervailing duty legislation.

C309 ANTI-DUMPING DUTY

Applicable to: Dumped imported goods that have been found to be causing material injury to the production in Canada of like goods.

The anti-dumping program provides protection to Canadian producers when the dumping of foreign goods causes or threatens material injury to an established industry, or materially retards the establishment of the production in Canada of like goods. Dumped goods are those that are sold for export at prices lower than the prices at which the goods are sold in the domestic market of the exporter.

Anti-dumping duty will only be applied where the dumped imports materially injure domestic producers of like goods. Material injury may be demonstrated by factors such as loss of sales, loss of market share, and depressed prices.

Following a preliminary investigation by National Revenue, Customs and Excise, a provisional anti-dumping duty may be levied and the case may be referred to the Anti-Dumping Tribunal on the question of injury. After public hearings and investigation, where a final determination of dumping is made, an anti-dumping duty to compensate for the margin of dumping is imposed.

Canadian producers who feel they are being materially injured by dumped imports should file a written complaint to the deputy minister, Revenue Canada, Customs and Excise, Ottawa K1A 0L5

In July 1980, the Department of Finance issued a Discussion Paper proposing changes to Canadian import legislation, including the anti-dumping legislation.

C310 IMPORT SURTAX

Applicable to: Canadian industries facing serious injury from competitive imports.

The surtax program provides protection to Canadian industries where goods imported into Canada cause or threaten serious injury to Canadian producers of like goods. The Governor-in-Council may order that the imported goods be subject to a surtax in an amount sufficient to prevent further injury to Canadian producers, normally for a period of 180 days (this limit may be extended by Parliament). The surtax is additional to any other duties established.

The recommendation to order goods subject to surtax is made by the minister of finance, with advice from other departments. Once goods have been made subject to surtax, Revenue Canada ensures the proper enforcement of the order at ports of entry.

In July 1980, a Discussion Paper was issued by the Department of Finance proposing changes to Canadian import legislation, including the relevant provisions dealing with surtax.

C311 CARNET SYSTEMS (ATA AND ITR)

Applicable to: Temporary importing of Canadian goods to other countries, either to final destination or en route to same.

The ATA (Admission Temporaire-Temporary Admission) carnet is an internationally recognized customs document used by business and industry to facilitate the importation of goods, such as commercial samples, into the territories of other contracting parties. It is designed to assist businesses as it permits them to make customs arrangements in advance for trips to other countries, make those arrangements quickly and at a predetermined cost prior to departure from Canada, use a single carnet for goods that will pass through the customs of several countries and use a single carnet for several business trips during the course of the one-year validity period.

The TIR (Transit International Routier — International Highway Transit) carnet is another internationally known customs document designed to facilitate the trans-border movement of goods in sealed, approved road vehicles or containers from a country of export to a country of destination, either direct or through one or more intermediate member countries.

A carnet eliminates the necessity of regular Customs inspection and re-sealing of loads in each of the member countries through which the container or vehicle passes en route to its destination. In addition, the carnet incorporates an international financial guarantee for the payment of duties, taxes, other charges and penalties to a maximum of \$50,000, which removes the necessity of posting performance bonds with the various Customs administrations encountered during the journey.

Carnets are generally sold and administered by the Chamber of Commerce in each of the contracting countries. Businessmen in Canada should contact Carnet Canada, Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec.

PART D ADDRESSES AND TELEPHONE NUMBERS

D1 CANADA EMPLOYMENT AND IMMIGRATION COMMISSION REGIONAL OFFICES

BRITISH COLUMBIA AND YUKON TERRITORY

Royal Centre
1055 West Georgia St.
Vancouver, B.C.
V6E 2P8
(604) 666-2282

ALBERTA AND N.W.T. REGION

5th Floor
9925 - 109 St.
Edmonton, Alberta
T5K 2J8
(403) 420-2424

SASKATCHEWAN REGION

Financial Bldg.
2101 Searth St., Room 600
Regina, Saskatchewan
S4P 2H9
(306) 569-6255

MANITOBA REGION

Grain Exchange Bldg.
167 Lombard Ave., Room 190
Winnipeg, Manitoba
R3B 0T6
(204) 985-2231

ONTARIO REGION

4900 Yonge St., Suite 700
Willowdale, Ontario
M2N 6A8
(416) 224-4500/4501

QUEBEC REGION

1441 St.-Urbain, 9th Floor
Montreal, Quebec
H2X 2M8
(514) 283-3964

NEW BRUNSWICK REGION

565 Priestman St.
P.O. Box 2600
Fredericton, N.B.
E3B 5V6
(506) 452-3710

NOVA SCOTIA REGION

Royal Bank Bldg.
5161 George St.
Halifax, N.S.
B3J 3E4
(902) 426-2988

PRINCE EDWARD ISLAND REGION

199 Grafton St.
Charlottetown, P.E.I.
C1A 8K1
(902) 892-0211

NEWFOUNDLAND REGION

167 Kenmount Rd.
P.O. Box 12051
St. John's, Newfoundland
A1B 3Z4
(709) 737-5331

NATIONAL HEADQUARTERS

Place du Portage, Phase IV
140 Promenade du Portage
Ottawa, Ontario
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(819) 994-4005

D2 CONSUMER AND CORPORATE AFFAIRS CANADA REGIONAL OFFICES

ATLANTIC REGION

Regional Director
Bank of Montreal Tower, 6th Floor
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Halifax, N.S.
B3J 1M5
(902) 426-6080

QUEBEC REGION

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ONTARIO REGION

Regional Director
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Willowdale, Ontario
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PRAIRIE REGION

Regional Director
Canadian Grain Commission Bldg.
300 - 303 Main St.
Winnipeg, Manitoba
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PACIFIC REGION

Regional Director
Pacific Centre
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P.O. Box 10059
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V7Y 1C9
(604) 666-6971

D3 DEPARTMENT OF FISHERIES AND OCEANS REGIONAL OFFICES*Fisheries Management***NEWFOUNDLAND REGION**

Northwest Atlantic Fisheries Centre
P.O. Box 5667
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A1C 5X1
(709) 737-4419

MARITIMES REGION

P.O. Box 550
Halifax, N.S.
B3J 2S7
(902) 426-3550

QUEBEC REGION

901 Cap Diamant
P.O. Box 15,500
Quebec, Quebec
G1K 7X7
(418) 694-3010

ONTARIO REGION

590 Keele St.
Toronto, Ontario
M6N 3E3
(416) 763-1161

WESTERN REGION

Freshwater Institute
501 University Cres.
Winnipeg, Manitoba
R3T 2N6
(204) 269-7379

PACIFIC REGION

1090 West Pender St.
Vancouver, B.C.
V6E 2P1
(604) 666-6097

*Ocean Science and Surveys***ATLANTIC REGION**

Bedford Institute of Oceanography
P.O. Box 1006
Dartmouth, N.S.
B2Y 4A2
(902) 426-3698

CENTRAL REGION

Canada Centre for Inland Waters
P.O. Box 5050
Burlington, Ontario
L7R 4A6
(416) 637-4341

PACIFIC REGION

Institute of Ocean Sciences
9860 West Saanich Rd.
Sidney, B.C.
V8L 4B2
(604) 656-8215

NATIONAL HEADQUARTERS

240 Sparks St.
Ottawa, Ontario
K1A 0E6
(613) 995-2041

D4 DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE REGIONAL OFFICES

NEWFOUNDLAND REGION

127 Water St.
P.O. Box 6148
St. John's, Newfoundland
A1C 5X8

NOVA SCOTIA REGION

Suite 1124, Duke Tower
5251 Duke St.
Scotia Square
Halifax, N.S.
B3J 1N9

PRINCE EDWARD ISLAND REGION

P.O. Box 2289
Dominion Bldg.
97 Queen St.
Charlottetown, P.E.I.
C1A 8C1

NEW BRUNSWICK REGION

Suite 642, 440 King St.
Fredericton, N.B.
E3B 5H8

QUEBEC REGION

P.O. Box 1270, Station B
Suite 600, 685 Cathcart St.
Montreal, Quebec
H3B 3K9

Quebec City Office

Suite 620, 2 Place Quebec
Quebec, Quebec
G1R 2B5

ONTARIO REGION

Suite 4840, Box 98
1 First Canadian Place
Toronto, Ontario
M5X 1B1

MANITOBA REGION

507 Manulife House
386 Broadway Ave.
Winnipeg, Manitoba
R3C 3R6

SASKATCHEWAN REGION

Room 980, 2002 Victoria Ave.
Regina, Saskatchewan
S4P 0R7

ALBERTA AND NORTHWEST TERRITORIES REGION

500 Macdonald Place
9939 Jasper Avenue
Edmonton, Alberta
T5J 2W8

BRITISH COLUMBIA AND YUKON REGION

P.O. Box 49178, Suite 2743
Bentall Centre, Tower III
595 Burrard St.
Vancouver, B.C.
V7X 1K8

NATIONAL HEADQUARTERS

235 Queen St.
Ottawa, Ontario
K1A 0H5
(613) 995-5771
or Zenith 03200

D5 DEPARTMENT OF REGIONAL ECONOMIC EXPANSION REGIONAL AND PROVINCIAL OFFICES

NATIONAL HEADQUARTERS

200 Promenade du Portage
Hull, Quebec
Mailing address:
Ottawa, Ontario
K1A 0M4
(819) 997-1902

ATLANTIC REGION

Regional Office
14th Floor
Assumption Bldg.
770 Main St.
P.O. Box 1210
Moncton, N.B.
E1C 8P9
(506) 858-6433

Newfoundland Provincial Office

90 O'Leary Ave.
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
(709) 737-4053

Branch Office

P.O. Box 730, Station A
Goose Bay Airport
Goose Bay, Newfoundland
A0P 1S0
(709) 896-2741

New Brunswick Provincial Office

Armstrong Bldg.
590 Brunswick St.
P.O. Box 578
Fredericton, N.B.
E3B 5A6
(506) 452-3102

Branch Office

Keystone Place
270 Douglas Avenue
Bathurst, N.B.
E2A 3Z6
(506) 548-8907

Prince Edward Island Provincial Office

Confederation Court Mall
134 Kent St.
P.O. Box 1115
Charlottetown, PEI
C1A 7M8
(902) 892-8551

Nova Scotia Provincial Office

Queen Square, 11th Floor
P.O. Box 1320
45 Alderney Dr.
Dartmouth, N.S.
B2Y 4B9
(902) 426-7830

QUEBEC REGION

Regional Office

Stock Exchange Tower
800 Place Victoria
P.O. Box 247
Montreal, Quebec
H4Z 1E8
(514) 283-4160

Quebec Provincial Office

Claridge Building
Suite 820
220, Grande Allée E.
Quebec, Quebec
G1R 2J1
(418) 694-4670

Branch Offices

690 Sacre Coeur
Plaza III
Alma, Quebec
G8B 6V4
(418) 668-3084

Place de Quebec
888 3rd Ave.
Val d'Or, Quebec
J8P 5E6
(819) 825-5260

320 St. Germain St. E.
4th Floor
Rimouski, Quebec
G5L 1C2
(418) 723-9426

1335 King St. W.
Suite 401
Sherbrooke, Quebec
J1J 2B8
(819) 565-4264

ONTARIO REGION

Regional Office

7th Floor
55 St. Clair Ave. E.
Toronto, Ontario
M4T 1M2

Northwestern Ontario District Office

Court Holding Building
233 South Court St.
Thunder Bay, Ontario
P7B 2X9
(807) 345-1381

Northeastern District Office

Royal Bank Tower
128 Larch St.
Suite 603
Sudbury, Ontario
P3E 5J8
(705) 673-5680

WESTERN REGION

Regional Office

Bessborough Tower, Room 814
601 Spadina Cres. E.
Saskatoon, Saskatchewan
S7K 3G8
(306) 665-4422

Manitoba Provincial Office

400-3 Lakeview Square
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2
(204) 949-2580

Branch Office
74 Caribou Rd.
Evergreen Pl.
Thompson, Manitoba
R3N 0L3

Alberta Provincial Office
Financial Bldg.
10621 — 100th Avenue
Edmonton, Alberta
T5J 0B3
(403) 425-3325

Saskatchewan Provincial Office
3rd Floor, 1102 8th Ave.
Regina, Saskatchewan
S4R 1C9
(306) 569-6119

Prairie Farm Rehabilitation
Administration, DREE
Motherwell Bldg.
1901 Victoria Ave.
Regina, Saskatchewan
S4P 0R5
(306) 569-5088

British Columbia Provincial Office
Bank of Commerce Bldg.
1175 Douglas St.
Victoria, B.C.
V8W 2E1
(604) 388-0198

Branch Office
706 Permanent Tower
299 Victoria St.
Prince George, B.C.
V2L 5B8
(604) 562-4451

NORTHWEST TERRITORIES

10th Floor, Precambrian Bldg.
P.O. Box 6100
Yellowknife, N.W.T.
X1A 1C0
(403) 873-6225

YUKON

301—108 Lambert St.
Whitehorse, Yukon
Y1A 1Z2
(403) 668-4655

D6 DEPARTMENT OF SUPPLY AND SERVICES REGIONAL/DISTRICT SUPPLY CENTRES

ATLANTIC REGION SUPPLY CENTRE

Morris Dr. at Akerley Blvd.
Burnside Industrial Park
P.O. Box 3000
Main Post Office
Dartmouth, N.S.
B2Y 4A8
(902) 426-3881
Telex: DSS REGSUP DRT 019-31554

QUEBEC REGION SUPPLY CENTRE

800 Golf Rd.
Nuns' Island
Montreal, Quebec
H3E 1G9
(514) 283-5783
Telex: DSS REGSUP MTL 05-25425

ONTARIO REGION SUPPLY CENTRE

295 The West Mall
Suite 200
Etobicoke, Ontario
M9C 5A4
(416) 622-8111
TELEX: DSS REGSUP MSGA TOR
06-961225

CAPITAL REGION SUPPLY CENTRE

1010 Somerset St. W.
Ottawa, Ontario
K1A 0T4
(613) 992-2501
Telex: DSS ISC OTT 053-3573

MANITOBA REGION SUPPLY CENTRE

266 Graham Ave.
7th Floor, Room 710
Winnipeg, Manitoba
R3C 3W6
(204) 949-6114
Telex: DSS REGSUP WPG 07-57734

WESTERN REGION SUPPLY CENTRE

2nd Floor — Oliver Building
10225 - 100 Ave.
Edmonton, Alberta
T5J 1J9
(403) 425-3702
Telex: DSS PUR EDM 037-3960

**PACIFIC REGION SUPPLY
CENTRE**

3551 Viking Way
Richmond, B.C.
V6V 1W6
(604) 544-6364
Telex: DSS REGSUP VCR 043-55731

D7 EXPORT DEVELOPMENT CORPORATION OFFICES

HEAD OFFICE

110 O'Connor St.,
Ottawa, Ontario

Mail Address:

Box 655,
Ottawa, Ontario
K1P 5T9
(613) 237-2570
Telex: 053-4136

QUEBEC REGION

Suite 2724
800 Victoria Square
P.O. Box 124
Tour de la Bourse Postal Station
Montreal, Quebec
H4Z 1C3
(514) 878-1881
Telex: 05-25618

ONTARIO REGION

Suite 2600
P.O. Box 64
One First Canadian Place
Toronto, Ontario
M5X 1B1
(416) 364-0136
(toll free from Belleville,
Kingston, London, Kitchener-
Waterloo, and Windsor
— call operator and ask for
Zenith 85920)
Telex: 06-22166

ATLANTIC REGION

Suite 1401, Toronto-Dominion Bank
Bldg.
1791 Barrington St.
Halifax, Nova Scotia
B3J 3L1
(902) 429-0426
(toll-free from St. John's, Nfld.,
St. John, N.B., Sydney, N.S.,
Charlottetown, P.E.I., Fredericton,
N.B.,
and Moncton, N.B. — call operator
and ask for Zenith 02300)
Telex: 019-21502

WESTERN REGION

Suite 1030
One Bentall Centre
505 Burrard St.
Vancouver, B.C.
V7X 1M5
(604) 688-8658
(toll free from Winnipeg,
Regina, Saskatoon, Edmonton,
Calgary, Victoria — call operator
and ask for Zenith 08659)

D8 FARM CREDIT CORPORATION

Headquarters: 434 Queen St.
(P.O. Box 2314, Station D)
Ottawa, Ontario
K1P 6J9
(613) 996-6606

Regional Offices

BRITISH COLUMBIA

1451 Ellis St.
P.O. Box 249,
Kelowna, B.C.
V1Y 7N5
(604) 762-2416

ALBERTA

400 Chancery Hall
3 Sir Winston Churchill Square
Edmonton, Alberta
T5J 2C5
(403) 429-5251

SASKATCHEWAN

500 South Broad Plaza
2045 Broad St.
Regina, Saskatchewan
S4P 2B7
(306) 359-5610

MANITOBA

400 — 777 Portage Ave.
Winnipeg, Manitoba
R3G 3L1
(204) 949-4039

ONTARIO

105 Silvercreek Parkway N.
Guelph, Ontario
N1H 7G7
(519) 821-1330

QUEBEC

2700 Laurier Blvd.
P.O. Box 3600
Ste-Foy, Quebec
G1V 4C7
(418) 694-3993

ATLANTIC

1133 St. George Blvd.
P.O. Box 849
Moncton, N.B.
E1C 8N6
(506) 388-6595

D9 FEDERAL BUSINESS DEVELOPMENT BANK OFFICES

Where Counselling Assistance to Small Enterprises (CASE) is also available, the telephone number has been listed after the FBDB number; where both are the same, the number is marked with an asterisk.

THE ATLANTIC PROVINCES*Regional Office*

Suite 1400 Cogswell Tower
P.O. Box 1656
Scotia Square
Halifax, N.S.
B3J 2Z7
(902) 426-7860

*Branch Offices***Newfoundland**

Manitoba Drive
P.O. Box 997
Clareville, Newfoundland
A0E 1J0
(709) 466-3201

Herald Tower
P.O. Box 790
4 Herald Ave.
Corner Brook, Newfoundland
A2H 6G7
(709) 639-7113
(709) 639-9126

Great Northern Peninsula
Labrador Areas call
Zenith 07082

42 High St.
P.O. Box 744
Grand Falls, Newfoundland
A2A 2M4
(709) 489-2181

Beothuck Bldg.
Crosbie Place
P.O. Box 8805
Postal Station A
St. John's, Newfoundland
A1B 3T2
(709) 737-5505
(709) 737-5515

Nova Scotia

655 King St.
P.O. Box 540
Bridgewater, N.S.
B4V 1B5
(902) 543-7821

900 Windmill Rd.
Suite 106
Dartmouth, N.S.
B3B 1P7
(902) 426-8050

Suite 710, Cogswell Tower
Scotia Square
Halifax, N.S.
B3J 3K1
(902) 426-7850
(902) 426-2474

48-50 Dorchester St.
P.O. Box 726
Sydney, N.S.
B1P 6H7
(902) 539-4556
(902) 539-8010

CN Commercial Centre
P.O. Box 1378
34 Esplanade St.
Truro, N.S.
B2N 5N2
(902) 895-6377

New Brunswick
270 Douglas Ave.
P.O. Box 780
Bathurst, N.B.
E2A 4A5
(506) 548-3345

121 de l'Eglise St.
P.O. Box 610
Edmundston, N.B.
E3V 1J9
(506) 739-8311

Kings Place Complex
Suite 649
P.O. Box 1235
440 King St.
Fredericton, N.B.
E3B 4Y3
(506) 452-3030
(506) 452-3022

860 Main St.
Moncton, N.B.
E1C 1G2
(506) 388-6120
(506) 388-6000

75 Prince William St.
P.O. Box 7173
Postal Station A
Saint John, N.B.
E2L 4S6
(506) 648-4751

Prince Edward Island
137 Kent St.
P.O. Box 488
Charlottetown, P.E.I.
C1A 7L1
(902) 892-9151
(902) 892-3576

QUÉBEC

Regional Office
4600 Place Victoria
800 Victoria Square
Montréal, Québec
H4Z 1C8
(514) 283-3657

Branch Offices
475 des Champs
Élysées St.
Chicoutimi, Québec
G7H 5V7
(418) 545-1580
(418) 545-1501

228 Heriot St.
Drummondville, Québec
J2C 1K1
(819) 478-4951

161 Principale St.
Granby, Québec
J2G 2V5
(514) 372-5202

Plaza Val Tétreau
400 Alexandre Taché Blvd.
Hull, Québec
J9A 1M5
(819) 997-4434

1550 Dollard Ave.
LaSalle, Québec
H8N 1T6
(514) 364-4410

2525 Daniel-Johnson Blvd.
Chomedey, Laval, Québec
H7T 1S9
(514) 687-4121
(514) 681-9291

80 Trans-Canada Route, W.
Lévis, Québec
G6V 4Z6
(418) 837-0282

Complexe Bienville
1000 de Sérigny St.
Longueuil, Québec
J4K 5B1
(514) 670-9550
(514) 670-0633

1008 Place Victoria
800 Victoria Square
Montréal, Québec
H4Z 1C8
(514) 878-9571*

6068 Sherbrooke St. E.
Montréal, Québec
H1N 1C1
(514) 255-2311

925 Chemin St-Louis
Québec, Québec
G1S 1C1
(418) 681-6341
(418) 694-3003
(418) 694-3141

320 St. Germain St. E.
Rimouski, Québec
G5L 1C2
(418) 724-4461
(418) 722-4477

147 Mercier Ave.
Rouyn, Québec
J9X 4X4
(819) 764-6701

11195 — 2nd Ave.
St-Georges de Beauce, Québec
G5Y 1V9
(418) 228-4131

Galeries des Laurentides
St-Antoine des
Laurentides, Québec
J7Z 5V3
(514) 432-7111

750 Laurentien Blvd.
St-Laurent, Québec
H4M 2M4
(514) 748-7323*

690 Laure Blvd.
Suite 52
Sept-Îles, Québec
G4R 4N8
(418) 968-1420

2532 King St., W.
Sherbrooke, Québec
J1J 2E8
(819) 565-4740*

1410 Des Cyprès St.
Trois-Rivières, Québec
G8Y 4S3
(819) 375-1621*

85 Champlain St.
Valleyfield, Québec
J6T 1W4
(514) 371-0611

ONTARIO

Regional Office
250 University Ave.
Toronto, Ontario
M5H 3E5
(416) 593-1144

Branch Offices
70 Collier St.
Barrie, Ontario
L4M 1G8
(705) 728-6072

59 Adelaide St. S.
Chatham, Ontario
N7M 4R1
(519) 354-8838

16 Second St. E.
Cornwall, Ontario
K6H 1Y3
(613) 938-0593

Valhalla Executive Centre
304 The East Mall
Islington, Ontario
M9B 6E2
(416) 239-4804

8 Main St. E.
Hamilton, Ontario
L8N 1E8
(416) 523-2954*

20 Main St. S.
Kenora, Ontario
P9N 1S7
(807) 468-5575

Plaza 16
16 Bath Rd.
Kingston, Ontario
K7L 1H4
(613) 549-1531

Commerce House
4th Floor
50 Queen St. N.
Kitchener, Ontario
N2H 6P4
(519) 744-4186*

197 York St.
London, Ontario
N6A 1B2
(519) 434-2144
(519) 432-6705

205 Main St. E.
North Bay, Ontario
P1B 1B2
(705) 476-4123

345 Lakeshore Rd. E.
Oakville, Ontario
L6J 1J5
(416) 844-0911

22 King St. W.
Oshawa, Ontario
L1H 1A3
(416) 576-6800
(416) 571-1355

280 Albert St.
Ottawa, Ontario
K1P 5G8
(613) 995-0234
(613) 995-5068

1139 Second Ave. E.
Owen Sound, Ontario
N4K 2J1
(519) 376-4431

340 George St. N.
Peterborough, Ontario
K9H 7E8
(705) 748-3241

71 King St.
St. Catharines, Ontario
L2R 3H6
(416) 685-4804

405 Queen St. E.
Sault Ste. Marie, Ontario
P6A 1Z5
(705) 949-3680
(705) 949-1997

2978 Eglinton Ave. E.
Scarborough, Ontario
M1J 2E7
(416) 431-5410

1036 Ontario St.
Stratford, Ontario
N5A 6Z3
(519) 271-5650

1 Elm St. E.
Sudbury, Ontario
P3C 1R6
(705) 674-8347

106 Centennial Square
Thunder Bay, Ontario
P7E 1H3
(807) 623-2745*

83 Algonquin Blvd. W.
Timmins, Ontario
P4N 2R4
(705) 267-6416

204 Richmond St. W.
Toronto, Ontario
M5V 1V6
(416) 598-0341*

4430 Bathurst St.
Downsview, Ontario
M3H 3S3
(416) 638-0823
(416) 638-1340

500 Ouellette Ave.
Windsor, Ontario
N9A 1B3
(519) 254-8626*

514 Princess St.
Woodstock, Ontario
N4S 4G9
(519) 539-8121

THE PRAIRIES AND NORTHWEST TERRITORIES

Regional Office
300 Bank of Canada Bldg.
161 Portage Ave.
Winnipeg, Manitoba
R3B 0Y4
(204) 943-8581
(204) 949-6166

Branch Offices

Manitoba
940 Princess Ave.
Brandon, Manitoba
R7A 0P6
(204) 727-8415*

Number 6 West
Sioux Industrial Square
851 Lagimodière Blvd.
Winnipeg, Manitoba
R2J 3K4
(204) 233-6791

101 Manufacturers Life Bldg.
386 Broadway Ave.
Winnipeg, Manitoba
R3C 3R6
(204) 944-9991

Saskatchewan
1100 - 1st Ave. E.
Prince Albert, Saskatchewan
S6V 2A7
(306) 764-6448

Suite 320
Bank of Canada Bldg.
2220 - 12th Ave.
Regina, Saskatchewan
S4P 0M8
(306) 359-6478*

1102 CN Towers
Midtown Plaza
Saskatoon, Saskatchewan
S7K 1J5
(306) 665-4822*

Alberta

3rd Floor Bank of Canada Bldg.
404 Sixth Ave. S.W.
Calgary, Alberta
T2P 0R9
(403) 269-6981*

328 Southland Court
10601 Southport Rd. S.W.
Calgary, Alberta
T2W 3M6
(403) 278-6240

1800 Century Place
9803, 102A Ave.
Edmonton, Alberta
T5J 3A3
(403) 428-9111
(403) 428-9624

405 Pleasantview
Professional Bldg.
11044 - 51st Ave.
Edmonton, Alberta
T6H 5B4
(403) 436-6533

11574 - 149th St.
Edmonton, Alberta
T5M 1W7
(403) 452-3232

Ground Floor
O'Brien Bldg.
10135 - 101st Ave.
Grande Prairie, Alberta
T8V 0Y4
(403) 532-8875

500 Professional Bldg.
740 - 4th Ave. S.
Lethbridge, Alberta
T1J 0N9
(403) 328-9681*

Medicine Hat Inn
530 - 4th St. S.E.
Medicine Hat, Alberta
T1A 0K8
(403) 527-2601

100-Riverside Office Plaza
4919 - 59th St.
Red Deer, Alberta
T4N 6C9
(403) 343-3232

Northwest Territories

Ground Floor
Precambrian Bldg.
5202 Franklin Ave.
Yellowknife, N.W.T.
X1A 1E2
(403) 873-3566

BRITISH COLUMBIA AND YUKON REGION

Regional Office
900 W. Hastings St.
Vancouver, B.C.
V6C 1E7
(604) 687-1300

Branch Offices

British Columbia
2467 Pauline St.
Abbotsford, B.C.
V2S 3S1
(604) 853-5561

4240 Manor St.
Burnaby, B.C.
V5G 3X5
(604) 438-3581

906 Island Highway
Campbell River, B.C.
V9W 2C3
(604) 287-9236

Kamar Plaza
45850 Yale Rd. W.
Chilliwack, B.C.
V2P 2N9
(604) 792-8621

318A Duncan Ave.
Courtenay, B.C.
V9N 2M5
(604) 338-9245

30 S. 11th Ave.
Cranbrook, B.C.
V1C 2P1
(604) 426-7241*

394 Duncan St.
Duncan, B.C.
V9L 3W4
(604) 748-5202

9900 - 100th Ave.
Suite 200
Fort St. John, B.C.
V1J 5S7
(604) 787-0622

22371 - 119th Ave.
Maple Ridge, B.C.
V2X 2Z2
(604) 467-4011

235 First Ave.
Kamloops, B.C.
V2C 3J4
(604) 374-2121*

260 Harvey Ave.
Kelowna, B.C.
V1Y 7S5
(604) 762-2035*

20316 - 56th Ave.
Langley, B.C.
V3A 3Y7
(604) 533-1221

190 Wallace St.
Nanaimo, B.C.
V9R 5B1
(604) 753-2471*

227 - 6th St.
New Westminster, B.C.
V3L 3A5
(604) 525-1011*

145 W. 15th St.
North Vancouver, B.C.
V7M 1R9
(604) 980-6571*

246 Martin St.
Penticton, B.C.
V2A 5K3
(604) 493-3747

299 Victoria St.
Prince George, B.C.
V2L 5B8
(604) 563-0641*

101 - 488 McLean St.
Quesnel, B.C.
V2J 2P2
(604) 992-8931

3751 Shell Rd.
Richmond, B.C.
V6X 2W2
(604) 273-8611

4548 Lakelse Ave.
Terrace, B.C.
V8G 1P8
(604) 635-4951

885 Dunsmuir St.
Vancouver, B.C.
V6C 1N7
(604) 681-7484*

3369 Fraser St.
Vancouver, B.C.
V5V 4C2
(604) 873-6391*

3303 - 30th St.
Vernon, B.C.
V1T 5E4
(604) 545-7215

990 Fort St.
Victoria, B.C.
V8V 3K2
(604) 388-0161*

30A North, Third Ave.
Williams Lake, B.C.
V2G 2A2
(604) 398-8233

Yukon Territory
204 Lambert St.
Whitehorse, Yukon Territories
Y1A 1Z4
(403) 668-4030

D10 NATIONAL RESEARCH COUNCIL REGIONAL OFFICES

NEWFOUNDLAND

Technical Information Services
National Research Council of Canada
30 Harvey Road, P.O. Box 4278
St. John's, Newfoundland
A1C 6C4
(709) 754-1937

NOVA SCOTIA

Industrial and Information Services
Nova Scotia Research Foundation
Corporation
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Management Services
Research and Productivity Council
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E3B 5H1
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PRINCE EDWARD ISLAND
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ONTARIO
Industrial Productivity Services
Department of Engineering
Ontario Research Foundation
Sheridan Park Research Community
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Kingston, Ontario
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National Research Council of Canada
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National Research Council of Canada
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Saskatoon, Saskatchewan
S7N 0X1
(306) 664-5400

Prairie Regional Laboratory
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Research Council of Alberta
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Tower
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BRITISH COLUMBIA
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Mechanical Engineering Western
Laboratory
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Vancouver, B.C.
V6R 1P5

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Ottawa, Ontario
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D11 REVENUE CANADA-TAXATION — DISTRICT TAXATION OFFICES

NEWFOUNDLAND

Sir Humphrey Gilbert Bldg.
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St. John's, Newfoundland
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P.O. Box 141
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NOVA SCOTIA

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1557 Hollis St.
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(902) 426-2210

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B1P 6K3
(902) 539-2150

NEW BRUNSWICK

65 Canterbury St.
Saint John, N.B.
E2L 4H9
(506) 648-4600

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165 Dorchester St. S.
Quebec, P.Q.
G1K 7L3
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50 Couture St.
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(819) 565-4888

National Revenue Bldg.
305 Dorchester Blvd. W.
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Rouyn, P.Q.
J9X 3B5
(819) 764-5171

ONTARIO

Century Bldg.
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(613) 542-2831

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166 Frederick St.
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150 Main St. W.
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(519) 252-3611

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(705) 675-9131

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201 North May St.
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391 York Ave.
Winnipeg, Manitoba
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(204) 949-6350

SASKATCHEWAN
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(306) 569-6015

Canadian Imperial Bank of Commerce
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201-21st St. East
Saskatoon, Saskatchewan
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(306) 665-4595

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220 - 4th Avenue S.E.
Calgary, Alberta
T2G 4X3
(403) 231-4101

Federal Public Bldg.
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Edmonton, Alberta
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Note: The department does not advise the public on how to plan to obtain advantages from tax measures, but it will advise on whether a tax measure is applicable in a particular case.

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Toll-free access to the regional statistical information service is provided in Nova Scotia, New Brunswick and Prince Edward Island by the Halifax office at 1-800-565-7192; throughout Saskatchewan by the regional office in Regina at 1 (112) 800-667-3524, and throughout Alberta by the Edmonton office at 1-800-222-6400.

D13 BUSINESS INSTITUTES**CENTRES FOR ADVANCED TECHNOLOGY**

Centre for Powder Metallurgy
Ontario Research Foundation
Sheridan Park
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L5K 1B3
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Canadian Institute of Metalworking
McMaster University
Hamilton, Ontario
L8S 4K1
(416) 525-9140

Centre for Ocean Engineering
B.C. Research
3650 Westbrook Mall
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University of Western Ontario
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(519) 679-6570

Canadian Food Products
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Manitoba Research Council
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155 Carlton St.
Winnipeg, Manitoba
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Centre for Process Development
University of Waterloo
Waterloo, Ontario
N2L 3G1
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Centre for Measurement and
Control of Particles and Vapours
McGill University
Dawson Hall, 853 West Sherbrooke
Montreal, Quebec
H3A 2T6
(514) 467-2371

Health Industries Development Centre
Manitoba Research Council
1329 Niagara Rd.
Winnipeg, Manitoba
R2J 3T4
(204) 255-9627

CENTRES FOR INTERNATIONAL BUSINESS STUDIES

Division of International Business Studies
University of British Columbia
Vancouver, B.C.
(604) 228-3222

Centre for International Business Studies
University of Western Ontario
London, Ontario
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Centre d'étude en Administration Internationale
Ecole des Hautes Etudes Commerciales
5255, avenue Decelles
Montreal, Quebec
H3T 1V6
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Centre for International Business Studies
Dalhousie University
Halifax, N.S.
B3H 4H6
(902) 424-6553

MANAGEMENT ADVISORY INSTITUTES

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The University of Alberta
Edmonton, Alberta
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Faculté des Sciences de l'Administration
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Canadian Gas Research Institute
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Sulphur Development Institute of Canada
Suite 830
Bow Valley Square
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T2P 2R9
(403) 265-4220

Centre for Research and Development in Masonry
207 Sherwood Plaza,
5809 MacLeod Trail S.W.
Calgary, Alberta
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(403) 253-6226

INNOVATION CENTRES

Ontario Industrial Innovation Centre
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Waterloo, Ontario
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(519) 855-1211

Quebec Industrial Innovation Centre
Ecole Polytechnique
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Montreal, Quebec
H3C 3A7
(519) 344-4647

INDUSTRIAL RESEARCH INSTITUTES

Industrial Research Institute
University of Windsor
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Ryerson Applied Research Ltd.
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Atlantic Industrial Research Institute
N.S. Technical College
Halifax, N.S.
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Centre de Recherches en Sciences Appliquées à l'Alimentation
L'Université du Québec à Montréal
Montréal, Québec
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2500 Avenue Marie-Guyard
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and Engineering Design Inc.
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Office of Industrial Research
University of Manitoba
Winnipeg, Manitoba
R3T 2N2
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Waterloo Research Institute
University of Waterloo
Waterloo, Ontario
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(519) 885-1211

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Montreal, Quebec
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Ottawa, Ontario
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D14 PROVINCIAL AND TERRITORIAL DEPARTMENTS OF ECONOMIC DEVELOPMENT (or equivalents)

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QUEBEC
Ministère de l'Industrie,
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710 Place d'Youville
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NORTHWEST TERRITORIES
Department of Economic
Development and Tourism
Yellowknife, N.W.T.
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228

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Toronto, Ontario
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Ministry of Industry and
Small Business Development
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Department of Tourism
and Economic Development
Box 2703
Whitehorse, Yukon Territories
Y1A 2C6

RECENT PROGRAM CONSOLIDATIONS REFLECTED IN THIS BOOK

Program for Export Market Development Promotional Projects Program		Program for Export Market Development
Cooperative Projects with Industry (COPI) Program for Industry Laboratory Projects (PILP)	A505	Program for Industry Laboratory Projects (PILP)
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